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# SOAP

A MONTHLY MAGAZINE

for Manufacturers of Soaps of All Kinds, Disinfectants,  
Household Insecticides, Cleaning Preparations, Polishes and Allied Products

Volume Two

MARCH, 1927

Number Seven

## Unco Sapodors

(Reg. U. S. Pat. Off.)

THESE are staple soap perfume bases. The problem of perfuming soaps presents many difficulties, and what may be an excellent base for a perfume, powder or cream, is not suitable in soaps. Devising of the proper perfume element for soaps is a specialty in itself, and was well established in 1853 by the founder of the House of Ungerer.

BASED on these years of experience, we have perfected these *Sapodors*. Their odor will not fade away in the soap and they may be modified according to individual tastes. They are strong and lasting, one pound being sufficient for 100 pounds of soap. Save heavy experimental costs by using these satisfactory bases.

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#### NEW YORK

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for use in**

**Shaker Top Tins  
and  
Deodorizing Blocks**

The success of your product depends primarily upon the Paradichlorbenzene Crystals you select. Perfuming and coloring, even when done by experts, will not offset the disadvantage of inferior crystals.

To obtain best results, and at no extra cost, use SANTOCHLOR (Pure Paradichlorbenzene) in your Paradichlorbenzene products. Prompt shipments from St. Louis or our Branches.

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**PURE PARADICHLORBENZENE**

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FOR MOTH PREVENTION AND MISCELLANEOUS USES

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FOR SHAKER TOP CANS

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FOR PEACH TREE BORER (INSECTICIDE AND MISCELLANEOUS USES)

*Manufactured by*

**Monsanto Chemical Works**

**ST. LOUIS, U.S.A.**

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High quality—constant dependability

**COUMARIN MONSANTO**

*The Original American Coumarin*

**Full Flavor—True Aroma**

**MONSANTO**



March  
1927

# SOAP

Volume Two  
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## The Editor's Page

### *Glycerin Stocks and Prices*

WORD comes from England that there will be 5,000 tons less glycerin available in Europe in 1927 than in 1926. Early year estimates show that there has been a very material shrinkage in the visible supply for the balance of 1927. This condition is due to a number of factors which have combined to absorb stocks, both spot and future, which might have been available.

Increase in glycerin consumption has not been confined to the United States. Europe is consuming more of her own glycerin all the time. Her producers are well sold up to take care of home needs without even considering the export demand to the United States. In France, reports indicate that production has been below normal and continues thus. During 1926, European shipments of glycerin to the United States broke all records. Price and demand naturally stimulated shipments to the American market. All told last year, about 10,000,000 pounds of refined and over 25,000,000 pounds of crude were brought in. In 1925, the shipments were 2,000,000 pounds of refined and 19,000,000 of crude. It is thus quite apparent that the abnormally large shipments in 1926 drained the supplies of European factors of a definite portion of surplus stocks which might have been available for home needs this year.

As Europe shipped some 7,000 tons more glycerin to the United States in 1926 than in 1925, and almost 9,000 tons more than in 1924, a shortage of 5,000 tons in the available supplies for 1927 is not difficult to understand. This condition may likewise have a very pronounced effect on the American market during the balance of this year. It is understood that several additional large soap makers have joined hands with those who have been pushing glycerin in the anti-freeze market during the past year or two. A stronger and broader campaign to increase the use of anti-freeze glycerin is understood to have already been mapped out for 1927. If consumption expands, in accordance with expectations, re-

duced available stocks seem destined to bring higher average glycerin prices over the balance of the year than those now in effect.

### *The McNary-Haugen Bill*

ALTHOUGH the veto of the McNary-Haugen Bill by the President was a foregone conclusion at the late lamented session of Congress, this pernicious measure will probably bob up again at the 70th Congress when it meets. When it comes up, the bill will in all likelihood present a greater show of strength than it did last session. Between the last Congress and the next, votes will be whipped into line. City Congressmen, who cannot boast of a farm within fifty miles of their districts, will suddenly come to a realization of their duty to the dear old farmers. Party lines will mean little. There will be more log-rolling and back-scratching—all for political reasons.

The amazing thing about the McNary-Haugen Bill is not its economic impracticability, but the brazen manner in which it was unscrupulously traded through both houses of Congress. Those groups of farmers or near farmers of certain agricultural products who are sufficient in number to represent a large vote, received consideration. At least half of the farming population of the United States were not considered in the measure. This alone is evidence that the bill was designed as agricultural soothing-syrup to lull the bulk of the farm vote to sleep until after the election of 1928.

When it is realized that the economic life of the country is really at the mercy of the men in Congress who pushed this measure through, the thought is rather startling. Votes, votes, votes—re-election—anything that this end may be obtained. Economic sense, industrial stability, business judgment—all over-ridden that Congress as it now stands may perpetuate itself.

When this measure is brought up again in Congress, American business will have to assert itself in far stronger fashion than it did recently if the bill is to be blocked. Its passage

would affect seriously a number of raw materials for basic industries.

### Odor and Soap Sales

CERTAIN soap makers of Europe, who manufacture and sell the higher grades of wrapped and boxed toilet soaps, are reputed to perfume both boxes and wrappers with the same odor as is used in perfuming the soap. Containers are said to be either stored in rooms with open bottles of the perfuming compound or the material is sprayed over them in a closed chamber. The object of perfuming the package, of course, is to advertise the odor to prospective purchasers where the soap is sold in a sealed container.

It is held in buying a high class toilet soap that the first reaction of the purchaser is that of the eye to the beauty of the package, and that second is that of the nose to the odor. Where various ill-smelling litho or printing inks, or paper are the only odors discernible by smelling the outside of the package, the effect is held to be unfavorable from the merchandising point of view. A finishing touch is given by the perfumed package. How long the odor lasts on package, and the practicability of doing this with soaps of large sale are debatable questions.

In the same thought of odor as a merchandising help, the point has been brought up both in Europe and in the United States as to which types of odor are most in demand. Does the public want delicate, fleeting perfumes, or strong odors? The answer is held to lie in the fact that the most popular and large selling soaps are strongly scented. The odor in the soap is apparently not held important by the user; it is the odor imparted to hands or body after use. For this reason, fine delicate odors may have their esthetic appeal to the perfumer, but from the soap sales angle, they do not appear to be in good favor. This likewise is a debatable question.

It seems that there is much room for research in the matter of soap odors, not from the technical angle, but from the point of view of sales psychology. This might extend as well to the package.

### The Pyrethrum Market

EARLY last September, the cost of closed Dalmatian insect flowers laid down at New York was approximately ten cents per pound. At that time, SOAP analyzed the pyrethrum situation, and said in part: "That the low prices which are ruling, and have been for

some time past, cannot go on forever, is quite apparent to anybody who has studied the pyrethrum market during recent years. Prices are too cheap today to remunerate the growers sufficiently . . . It is not so long ago that flowers sold for thirty or forty cents following a situation such as exists today . . . Flowers are cheap at present and those consumers who are not making a careful survey of the situation may pay for their lack of foresight."

The higher prices for flowers have materialized somewhat sooner than was generally expected. Cost to import the same Dalmatian flowers is at present about twenty cents per pound. Millers and insect powder distributors have been forced to advance their prices sharply from the levels of a few months ago. Some factors have advanced their quotations on flowers and powder to the point where such action is equivalent to a temporary withdrawal from the market. They apparently foresee even higher prices in the near future.

Coming as it does just about at the beginning of the largest consuming season for insecticides, the present sharp rise in pyrethrum is unfortunate. Fly spray manufacturers and insect powder repackers, who have a more or less fixed price for their branded goods, find their positions with regard to raw materials distinctly unfavorable. However, the recent advances in price are only the natural sequence of a market driven below producing costs by economic conditions. Presents developments cannot be called unexpected. Six months ago, the warning was issued that this very thing was likely to happen. The entire situation only emphasizes how much more comfortably situated are consumers who buy in a stabilized market as compared to those whose raw materials are the subject of wide price fluctuations, speculation, and the vicissitudes of nature.

Poland's soap imports suffered an eighty-five percent reduction, during the first half of 1926, as compared with the same period in the previous year, owing to that country's drastic import restrictions. Chemical imports, during the same months, dropped almost eighty percent.

Paris soapmakers are utilizing radio loud speakers, installed at prominent street intersections, in advertising their products, according to the *British Soap Manufacturers*, which recommends that the practise be not transferred to London.



# A Discussion of the Rosin Situation

## *What Consumers Think of Rationalizing Tare Weights and Containers — Market Outlook for Current Season*



EARLY indications are that there will be a slightly larger production of rosin this season than last. Larger areas of timber land are already being worked out in the South which were not in production previously. Two factors have apparently spurred on an increase in output, first, the high prices, and second, the low prices which growers received for cotton in 1926. Many cotton factors are reported to have turned their capital into timber land development and naval stores production thus far as a result of the overproduction of cotton last year. Timber areas which were not worked last year in many sections, are already under way for rosin production.

The first of March saw pale grades of rosin being shipped from producing centers this year. This is a month earlier than usual, as April first generally sees the first rosin making their way to market from current seasonal output. Warm and dry weather, the ideal for naval store production, has facilitated the early shipments, according to advices from the South. The early shipments may indicate that producers are going to work early and long to ship out as much material as possible and take advantage of present prices. It may mean that they fear heavier shipments later which might effect the price, so are getting as much rosin as possible to the market early while there is a ready absorption at high prices. On the other hand, early shipments may mean nothing else but that a stretch of fine weather has permitted work sooner than usual.

Any shipments which have come into the trading centers thus far in March have not been heavy. They have been scattered, but of

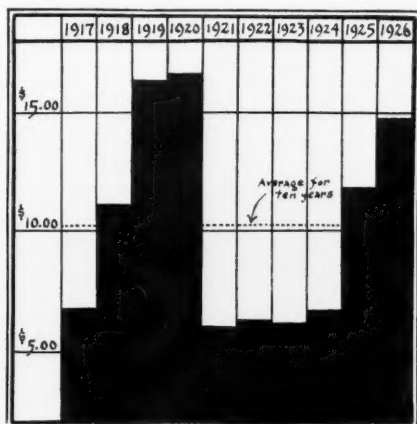
sufficient quantity to attract attention. They are arriving in a market which is very short of stocks of most grades and their absorption is without apparent effect on the market. Most attention in the market is directed to the possibility of continued good weather. More than the usual number of dry, warm days between now and the first of May, will bring lower prices by that time, is apparently the general belief. It is also quite generally agreed that there will be more people producing rosin this year and that the output will be slightly larger, all other factors being equal to last year.

### *Marketing And Tares*

FOR the first time in history, the big rosin consuming industries may have a voice next season in the way this important raw material is bought and sold. The question of weights, tares

and containers has long been debated, but it was left for the annual Get Together Conference of naval stores producers and distributors, held at Jacksonville, Fla. on Feb. 21, 22 and 23 last, to decide definitely to go into the question and to give consumers a voice in the matter. At the urgent behest of the Paint, Oil & Varnish Association, backed by data collected from the paper and soap industries, a resolution was adopted at the Conference to select a committee of rosin men with representatives of the three large consuming industries, to meet with the various boards of trades and determine upon more satisfactory methods of marketing rosin. Already, one of the largest rosin producers selling his material in metal drums, has agreed to sell on a net price per pound basis with uniform tare of seventeen pounds for each drum.

The resolution adopted at Jacksonville to reconsider and revise marketing rules for rosin



Yearly average prices of Grade H rosin during the past ten years. Average for the ten year period was \$10.30 per 280lb. barrel.

was the culmination of an active fight by the paint, varnish, and paper manufacturers against the uncertainty of tare weights and the increase in tares which grew simultaneously with rosin prices during the past two years. The views of rosin consumers were secured through questionnaires sent out by the paint and varnish, and paper associations to their industries. At the request of these associations, the same questions were placed before American soap manufacturers in a questionnaire sent out by SOAP. Because of lack of time and the necessity for securing complete replies within a few days, the rosin questionnaire sent to the soap industry was limited to the large producers of laundry soaps. Their replies revealed a very interesting set of figures and a uniform desire for a revision and standardization of the methods of marketing rosin. Practically every large laundry soap manufacturer in the country replied to the questionnaire.

### The Questionnaire

**T**HE questionnaire, which was sent out by SOAP, stated:

"The following questions have been placed before their respective industries by the National Paint, Oil & Varnish Association and the American Paper & Pulp Association. In order that a composite view of the leading rosin consuming industries—paint and varnish, paper, soap—may be secured, will you, as a soap maker, answer these questions and return this sheet at once? The complete information will be placed before the annual naval stores Get Together Conference at Jacksonville, Fla. on Feb. 20 by the rosin consumers.

**Question 1:** Would it be advantageous to buy rosin at unit price per pound instead of a unit price per barrel based on 280 lbs. gross weight?

**Question 2:** If it were possible for consuming interests and naval stores industry to agree on an arbitrary tare per barrel (Approx. 500 lbs. gross) would you consider this an advantage over the present method?

**Question 3:** From your experience, what is average tare of a 500 lb. barrel of rosin?

Will you co-operate with these two well-known trade associations to help clarify the present rosin situation by returning this questionnaire? We must have it *at once* if it is to help. We are co-operating with the paint and paper associations in this matter at their request."

### Replies to the Questions.

**I**N reply to question No. 1, regarding the purchase of rosin at a unit price per pound instead of by gross weight based on a 280 lb.

barrel, 92 per cent of those who replied, answered "yes" that they would prefer to buy by the net pound. Seven manufacturers of laundry soaps stated that they used no rosin in their soaps. Eight per cent said "no" in answer here.

Opinion on question No. 2 was somewhat more evenly divided. About sixty per cent were in favor of an arbitrary tare per barrel. A number refused to answer this question with various comments, most of which said that they could not see how any arbitrary tare could be determined upon, and were not qualified to answer the question intelligently. About thirty per cent replied "no" without comment.

Regarding the average tare for a 500 lb. barrel of rosin, the answers ran all the way from 40 lbs. to 110 lbs. The average figure given was 76.8 lbs. per 500 lb. barrel. A number of houses gave their answer here in percentages, the figures varying from 12% to 20%. It was quite obvious, however, that not all those soap makers who answered this question, did so strictly in accordance with the meaning of the question. The question meant, "what do you find is the actual average tare weight of the rosin barre's which you receive." Many answered as though the question were "what figure do you use for calculations in your plant as the average tare of a rosin barrel".

The difference between actual average tare weight of the barrels and some *arbitrary* figure which is used by a number of soap makers, probably made a wide difference in the average as calculated from the questionnaire replies. Two or three soap makers gave average tare figures of 40 and 50 lbs. One, in particular, stated that they "used a figure of 40 lbs. for calculation purposes". The influence of these few low figures on the average as figured from the questionnaires is obvious.

When all factors are considered, it is probable that the real average tare of a rosin barrel as found by the soap industry is about 87 lbs. This figure is arrived at by eliminating those answers which seem to be too low and any which gave an average tare over 100 lbs. per barrel. Four or five of the largest laundry soap makers, who apparently keep accurate records of rosin tares, were in more or less close accord in their figures. These varied between 85 and 90 lbs. in four cases, and in one case, was given as 18%, which on a 500 lb. barrel would figure 90 lbs. The exact weights based on actual figures of one soap maker varied between 470 and 490 lbs. per barrel. This would make the other manufacturer's figure of 18% run about 86.4 lbs. which looks,

when everything is considered, like the nearest approach to a real average tare.

#### *Comparison With Paint Figures*

**C**OMPARISON of the soap industry figures with those of the paint and varnish industries, shows a fairly close agreement. In reply to question No. 1 of the questionnaire, all those paint and varnish manufacturers who replied, answered "yes". In the case of question No. 2, there was some disagreement, just as in the soap industry. The average tare of a 500 lb. rosin barrel was found to be 86 lbs.

Several soap makers expressed the opinion that the metal drums for rosin were preferable to the uncertain wooden barrels. They have a uniform tare of 17 lbs. per drum and when emptied, can be smashed flat and stored to be sold as waste metal.

A rather interesting side light on the situation, is the series of comments from the disinfectant manufacturing industry following an editorial on the rosin marketing and tare weight situation in the February issue of SOAP. These reveal that views among the disinfectant manufacturers are almost exactly in accord with those expressed by the soap and paint industries. The disinfectant trades use rosin soaps to emulsify their coal-tar disinfectant oils.

#### *The Causes and Outlook*

**T**HE situation which led up to the present agitation for a standardization of rosin marketing and rosin tares among consuming industries, is quite commonly known in the soap trade. Coincident with the sharp price advances in rosin which have taken place during the past two years, a gradual increase in the weight of the barrels in which the rosin is shipped, was noted. Not only are prices higher, but actually less rosin per 500 lb. barrel is being shipped to the consumer owing to the weight of the container. Where a barrel of rosin costs \$13.00 for each 280 lbs., a 500 lb. barrel costs over \$23.00 or 4.6c per pound. Because rosin is sold on a gross for net basis, the container is figured in along with the rosin. If the barrel weighs 50 lbs. which seems a fair enough weight for a wooden container, that is 10% of the gross, it represents \$2.30 of the \$23.00 total. If, however, the barrel weighs 90 or 100 lbs., there is a cost of \$4.00 to \$4.60 for the barrel. Thus, instead of the actual rosin cost per pound being 4.6c, in reality, it runs very close to 6c. This is some twenty-five per cent over the apparent cost.

This is the condition of uncertainty which consumers are anxious to eliminate. They want

to know their rosin costs before they actually receive and use the goods. When they buy a ton or two of rosin at 5c per pound, they want to know that this is the price, and that subsequent abnormally large tares will not bring the actual cost up to 6c or higher. Progress in settling the rosin questions is being made, and it is possible that by the end of 1927, more definite regulations and standards of packing will have been agreed upon. This would mean that new standards could then possibly be introduced in the marketing of the 1928 crop at the earliest.

#### *Silicate Not a Soap Filler*

The following communication has been received by SOAP from James G. Vail, Chemical Director of the Philadelphia Quartz Co., Philadelphia, and well known authority on silicate of soda:

"The present perhaps is a good opportunity to comment on a translated article from the *Seifenseider Zeitung* (1926) by K. L. Weber, which appeared in your volume 2-No. 5. We are well aware that the average publisher of a journal does not accept responsibility for the opinion of the authors admitted to his pages. It is nevertheless inescapable that the judgment of his readers will be affected by the character of the material he prints. Now, this article states about silicate of soda, "this substance is used exclusively as a filler," and more to the same effect. Likewise, his discussion on caustic soda as a constituent of silicate and the description of silicic acid separating out, betray an ignorance of the chemistry of the process which is to say the least, unfortunate.

The United States Bureau of Standards does distinguish between fillers for soap and the alkaline salts which it characterizes as "builders," and all recent scientific work agrees to the effect that the alkali in the ordinary silicate solutions used by the soap industry is in a condition very different from caustic soda both as a matter of scientific measurement and as a matter of practical experience. Most soap makers know that the free alkalinity of a soap can be reduced by crutching into it a silicate solution of the type ordinarily sold at 40° Baume, namely: with the ratio  $\text{Na}_2\text{O}:\text{SiO}_2$  approximately 1:3.3."

Silicate of soda freight rates, for bag or bulk goods, minimum carlots of 50,000 pounds, and iron drums, minimum carlots of 40,000 pounds, from East Buffalo to Syracuse, have been reduced 2 cents per hundredweight to 13.5c.



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# The Development of Machine Cartonning

## *A Discussion of Automatic Weighing, Filling and Sealing of Soap Products and a Comparison of Costs*

**A**UTOMATIC machinery for forming, filling, and sealing cartons was first used in the soap trade some twenty-five years ago. Application in the packaging of soap powders, washing powders, and similar products came within a short time after the use in packing sugar and coffee. The development of machine weighing and cartonning was coincident with the beginning of the "package era" in foodstuffs and household products which began shortly before 1900. Prior to the use of weighing and filling equipment, the majority of products were distributed in bulk to retailers and re-packed in ordinary paper bags or tucked cartons. Those which were sold in sealed packages prior to 1900, were weighed, filled and sealed by hand. It was automatic machinery which made the wide use of the sealed carton an economic possibility and also made possible the present day widespread retail marketing of packaged, trade-marked goods.

In filling a carton with a powdered, granulated, or chipped product, the three operations, of course, are first to seal one end, then to fill with the exact weight of material, and last to seal the other end. The cartons are delivered flat, sometimes with the side glued and sometimes in the form of a printed, scored sheet without any joints being glued. In the latter case, the forming of the double-open-end carton is the first operation and the closing of one end is the second step.

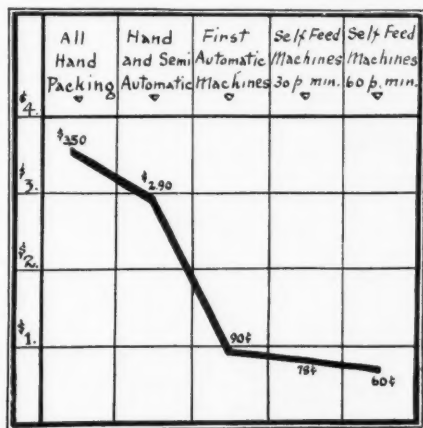
A battery of machines at present for forming the carton, filling and weighing, and sealing, will deliver 30 to 60 finished packages per minute, running at the most efficient speed, according to the machines used. The weighing

operation which entails flowing the material into the carton, and perhaps one or two plungings to pack tight and prevent slack-filled packages, is the one which slows down the production. Filling and weighing is the slowest operation, hence, the forming and sealing units must be tuned down in keeping with the speed of the weigher. The sealers can turn out far more than 30 cartons

per minute, but to speed up the weighing operation much beyond this rate, brings inaccuracies in weighing and other difficulties in filling. Experience has shown that the weighing machines operate best at the speed for which they are designed.

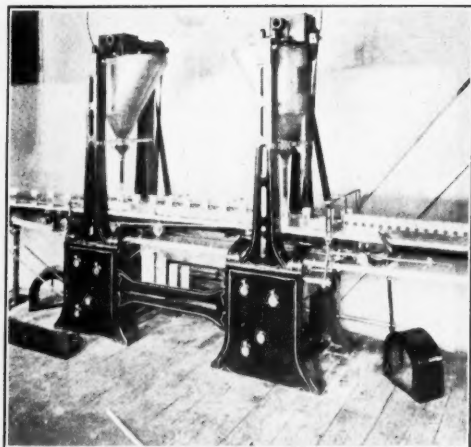
**T**HE same operations in carton filling when hand labor was used meant an extremely large force even to equal the production of two or three batteries of cartonning machines. The cartons

were punched out and glued up the side by hand with an ordinary brush or were bought already side-sealed. Girls could do about 8 to 10 per minute. The sealing of one end of the carton was done at about the same speed, possibly a trifle faster, according to the operator. The weighing operation which was done by two girls with anything from ordinary scoops and hand scales to semi-automatic funnels, varied from 6 up to 9 packages per minute according to material handled and size of packages. This meant four operators for the three steps with an average speed of perhaps 7 finished packages per minute. The quality of the finished package was also subject to the usual variations where hand labor is involved. In some places where production is very small, hand cartonning is still being used,



How cartonning costs have been cut down by the development of machine weighing, filling and sealing. Figures show cost per thousand packages, exclusive of materials.





**I**MPROVED Bond two-station gross weigher, Model M L, of the National Packaging Machinery Co. Speed of thirty packages per minute within 1/16 oz. on packages of one pound or less. Larger weights slightly slower with same relative accuracy. Five different types of feeding devices for various types of materials—one with deaerating auger feeder for eliminating dust in fine powders. Interchangeable to range of carton sizes, 15 minutes being required to change from one to the other of the two, four, eight and sixteen ounce sizes shown. Used in twin-model form for production of 60 cartons per minute.

but this style of packaging is becoming more rare every year.

A type of hand filling funnel used some years ago, and still used to some extent, is rather interesting as a step toward automatic equipment. This funnel had two slides with a measured space between them to hold the exact quantity of material needed to fill the package. Upon opening the top slide, the material dropped down to fill the space. The top slide was then closed and the bottom one opened, allowing the material confined between the two slides to drop into the carton held below the funnel.

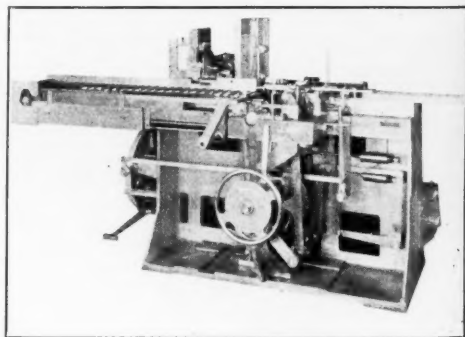
In the hand filling and sealing operations where a good package was necessary and where large production had to be taken care of, a series of table blocks were used around which the carton was formed. In a typical case, twelve blocks made up a set. The cartons, sealed on one side, were fitted over the blocks, and still are in some places, and the bottom sealed. When the twelve cartons were glued, a weighted beam was pulled down to hold the seal until the glue set. Meanwhile, cartons were placed on another set of twelve blocks and

when the beam was applied to the second set, the first twelve cartons were removed and passed on to be filled.

The weighing was done by ordinary hand balances in a funnel shaped scoop, the end of which just fit the top opening of the carton. As the weighing and filling operation was the slowest, most frequently two girls handled this for each girl working on carton forming. The filled cartons were then passed on to the sealing girl. The cartons were fitted into slots and the top sealed much in the same manner as the operation in closing the bottoms. This was in general the most approved method of cartoning just preceding the introduction of automatic machines. Each team for complete sealing and filling was composed of four or more girls.

**T**HE first machines to be introduced were semi-automatic scales in which the carton was placed under the delivery spout and a lever pulled to release the charge. This was followed by the fully automatic scale in which the cartons moved under the weigher on a belt without an operator. Then came the automatic top sealing machines which were followed by the automatic carton forming machines. In these latter, the cartons were fed by hand. This was followed by complete automatic feed in the carton forming machines, making complete automatic handling from the flat cartons through to the finished sealed package.

Authorities in the cartoning field are not in full accord as to the exact beginnings of automatic machines. The first semi-automatic weigher is said to have been used by a New



**R**EDINGTON machine for cartoning tubes of tooth paste or similar product. Tubes are cartonned at the rate of 100 per minute from the flat cartons. Two operators are required. Wraps printed circular around tube prior to cartonning. Product may be wrapped prior to cartonning by automatic wrapping attachment. Later used in case of certain soaps. Claimed by maker to be highest speed cartonning machine.

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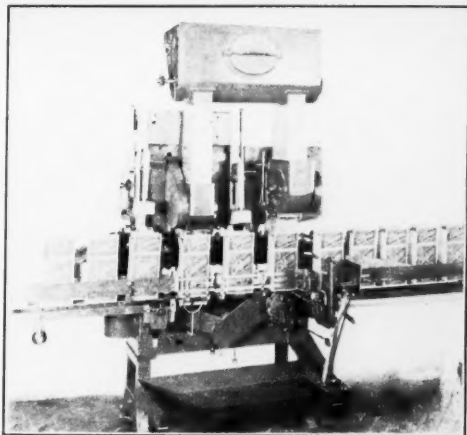
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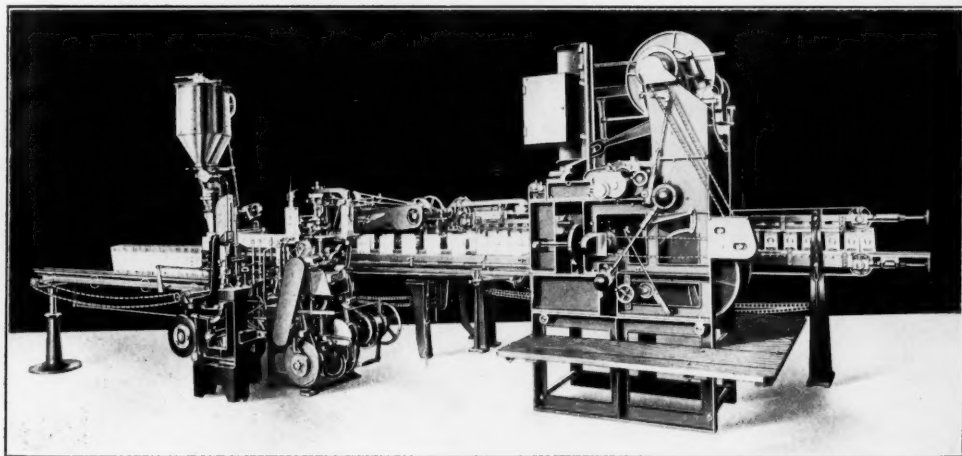
England wholesale grocer in the packing of dried currants. The business of the firm grew so large in this item that the head of the company designed a semi-automatic scale to take care of his increased sales. He was using at the time an ordinary hand-tucked carton. He later designed a fully automatic weigher for his own use. Later, he took up the question of sealing the package instead of merely tucking the flaps, as protection against dirt and weevils. This first semi-automatic scale and its fully automatic successor which followed shortly, were first used about 35 years ago. The wide development of fully automatic cartoning machines came later in the sugar and coffee trades, and in the soap industry a short time thereafter.

In connection with the first automatic weigher and filler, several names have been suggested as the first company to manufacture these for sale on a commercial basis. These names include the New England Scale Co., the New England Weighing Machine Co., the New England Electric Scale Co., all of Boston. Whether these were a single concern whose name has been handed down with slight errors or whether they were three different firms, has not been definitely determined. It is logical to believe, however, that it was one company whose name was one of the three suggested. Another early manufacturer was the Auto-

*(Continued on Page 77)*



**T**HE Johnson Automatic Sealer gross weight scale with flake hopper and plunger devices. Weighs 25 to 30 cartons per minute, depending upon size of carton. Takes a floor space six feet long, five feet high and two and a half feet wide. Handles cartons according to following sizes: maximum, 9 3/8" high, 7 1/2" wide, 4 1/2" thick; minimum, 4" high, 1 1/4" wide, 3/4" thick. Requires about 30 minutes to change from one size to another. Standard equipment handles one size carton, additional equipment for handling extra sizes is extra. Used in tandem with Johnson carton feeder and sealers.



**A**UTOMATIC installation for soap powder and chips of the Pneumatic Scale Corp. Consists of automatic carton feeder, bottom folding and sealing machine, weighing unit, and top sealing machine. Handles 28 to 30 cartons per minute, depending on size. Handles cartons in following sizes: minimum 3 1/4" high, 2" wide, 1" thick; max-

imum, 9 1/4" high, 6 1/4" wide, 3 3/8" thick. Machine lining of the package with this installation is optional. Takes either printed or plain cartons, for later wax wrapping or tight wrapping, the latter being recommended by the manufacturer for the production of stronger, tighter package.

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Say you saw it in SOAP!

# Collapsible Tubes and Soap Products

## *Effects of Lead, Tin, Lacquered, and Aluminum Tubes on Dentifrices and Shaving Soaps Noted in Germany*



THE universal custom of packing and marketing toilet preparations, such as tooth paste, shaving soap, cosmetic creams and the like in collapsible metal tubes has led to an investigation in Germany of such tubes with a view to determining what kind should be given preference and whether any deleterious effects have been noted in the use of any types. The *Reichgesundheitsamt* (Federal Health Office), who supervised this investigation, received in all 82 reports and opinions on the subject, principally from testing stations officially watching and supervising the marketing of foodstuffs and articles for general use. Some 613 samples of tubes for toilet articles, mainly tooth pastes, have been examined. Of these 613 samples 463 were packed in lead tubes with tin coated inner sides, and 132 in lead tubes whose inner sides were coated with lacquer, principally Zellen lacquer, as used by the Lingnerwerke, Dresden, manufacturers of a well-known tooth paste. The balance of the tubes were of pure lead without any protective coating.

Lead tubes have the advantage of being the cheapest kind and the disadvantage of having harmful effects on the ultimate user. For this reason a very thorough investigation has been made with regard to this kind of tubes on the market and the best means for counteracting their disadvantages. From the data submitted the following conclusions may be drawn:

*Tin-coated lead tubes:* The law on the use of articles containing lead and zinc dates as far back as 1887. A revision of this law is contemplated and the preliminary draft contains the provision that lead tubes for toilet

articles must have their inner sides tin-plated. The testing stations have directed their attention especially to such tin-coatings and made investigations regarding their thickness, behavior under the influence of the contents of the tubes, etc.

**WHAT** effect does the metal from which a collapsible tube is made have on the tooth paste, shaving cream, or other cream which it contains? Which tubes are most suitable for these products, compatible with cost and which ones really involve an element of public health?

A recent study of tubes was made in Germany by the *Reichgesundheitsamt*, or Federal Health Office, to determine the answers to these questions. The conclusions as summarized from a report to the Chemical Division, Department of Commerce by Commercial Attache Douglas Miller at Berlin, hold a keen interest for manufacturers of tooth pastes, shaving creams, and allied products. The complete, detailed findings can be secured from the Chemical Division.

—The Editors.

Based on the results of this investigation, consultations between the Federal Health Office and the manufacturers of such tubes have led to an understanding that the interior tin coating is to have a thickness corresponding to 0.12 gram of tin to a tube surface of 100 square centimeters (one centimeter—0.3937 inch). All of the tubes examined complied with this requirement and in a number of cases contained considerably more tin, than the minimum required. It might be mentioned in this connection that the waste in the manufacture of tin-coated lead tubes is re-used and thus the lead tubes in many cases contain a certain

amount of tin in the form of an alloy.

The inner tube coating showed plain signs of the effects of the tube contents on the tin, viz. slight and in some cases pronounced corrosion, regardless of the thickness of the coating. While this is mainly due to the age of the packing, also the degree of alkalinity of the different tooth pastes and their amount of oxygen carriers, such as alkali hypochlorite and hydrogen peroxide are responsible for the effects observed.

The results of the examinations of the contents of the tubes correspond with this. While in most of the cases under observation, the contents had absorbed neither lead nor tin, in some instances lead and tin were found, but only in amounts of some hundredth percent of the total quantity. In one exceptional case, the

largest quantity was 0.57 gram lead and 0.7 gram tin in 100 grams paste. Even this percentage of lead and tin was not taken to be considered harmful to health, considering the use to which tooth paste is put.

*Tubes with an inner protective coating or the like:* The samples examined were mostly tubes containing tooth paste made by the Linger works in Dresden, which were provided with a protective coating of Zellon lacquer. This method of treating the tubes has proven to be very satisfactory. The inner sides of the metal tubes were well preserved and not affected by the contents of the tubes. In consequence, the paste was either entirely free from lead, or in some exceptional cases contained only negligible quantities of lead. Other protective coatings of lacquers of unknown composition, or of paraffin are used but very little. In the few cases that have been met with and examined the pastes contained but immaterial quantities of lead.

*Lead tubes without any protective coating:* Only eighteen of the total number of tubes examined belonged to this kind and they appear to be used but sparingly for packing toilet goods. On examination of their contents with regard to the amount of lead absorbed by the paste, it was noted that the results were about the same as with lead tubes provided with a protective tin-coating. This, however, should not lead to the conclusion that both kinds are equally well adapted for packing toilet goods, as the number examined was not sufficiently large to permit of generalization of this comparatively favorable result. Hence, it does not appear inadvisable to depart from the requirements embodied in the preliminary draft of the intended new law above referred to, especially, if the fact is borne in mind that abroad prescriptions with regard to the use of lead tubes for toilet goods are often quite exacting and manufacturers had better refrain from using lead tubes owing to the markets being international.

*Tin Tubes:* Tubes made of pure tin are more expensive than lead tubes and for this reason are used but little and mostly on high-priced goods. They are entirely harmless to health.

*Aluminum Tubes:* Although the raw material is cheaper in this country than tin, it does not lend itself as readily to manufacture as tin and the costs of the finished product are higher therefore. For this reason aluminum tubes are encountered but seldom.

In view of the above, the Government proposes to word the respective text of the law in

the said preliminary draft as follows: "Metal tubes for packing toilet goods, if made of an alloy containing in 100 weight units more than 1 weight unit of lead, must at their inner sides (1) be plated with a tin coating containing in 100 weight units of tin not more than 1 weight unit of lead; (2) be provided with a protective coating of lacquer or the like preventing contact of the contents of such tubes with the tube metal."

### Opportunities for Export Orders

The following inquiries for purchase and agencies in foreign countries for soaps, disinfectants, insecticides, and toilet goods have been received by the Department of Commerce. Manufacturers who are interested in securing these export orders or establishing foreign agencies, should communicate with the Bureau of Foreign and Domestic Commerce, Washington, D. C. and mention the Foreign Trade Opportunity by number.

23,438	Laundry soaps, Porto Rico, Agency
23,592	Creosote, Mexico, Purchase
23,596	Pine oil, Germany, Purchase
23,517	Toilet goods, Austria, Purchase
24,273	Cleaning compounds, Germany, Agency
24,238	Toilet goods, China, Purchase
24,260	Toilet soaps, Persia, Purchase
24,199	Toilet soaps, England, Agency
23,652	Toilet goods, Egypt, Agency
23,886	Laundry soap, Straits Settlements, Agency
23,908	Soaps, Denmark, Agency
23,909	Soaps, Denmark, Agency
24,386	Toilet goods, Spain, Agency
24,390	Toilet goods, Mexico, Agency
24,359	Toilet soaps, Czechoslovakia, Agency
24,389	Soaps, Austria, Agency
24,300	Soaps, England, Agency
24,134	Polishes, England, Agency
24,138	Barbers' supplies, Canada, Purchase

An "Oil and Fat Decree" has been issued by the Netherlands Government. It provides certain standards of purity and prescribes names under which the products may be known as well as the manner in which they should be labelled and marked. The decree will become effective April 1, 1927.

World production of olive oil, for 1926, has been estimated at 1,247,196,000 gallons, as compared with 1,475,066,000 gallons in 1925 and an average of 1,483,177,000 gallons per year for the years 1920-24.

# Fat and Oil Data For Fourth Quarter 1926

*Production, Consumption, Exports and Imports, With Factory and Warehouse Stocks December 31, 1926*

THE Department of Commerce announces that the factory production of fats and oils (exclusive of refined oils and derivatives) during the three-month period ended December 31, 1926, was as follows: Vegetable oils 1,165,895,148 pounds; fish oils, 24,080,433 pounds; animal fats, 499,116,767 pounds; and grease, 95,066,473 pounds; a total of 1,784,158,826 pounds. Of the several kinds of fats and oils covered by this inquiry, the greatest production, 851,637,570 pounds appears for cottonseed oil. Next in order is lard with 372,447,

996 pounds; linseed oil with 206,496,045 pounds; tallow with 123,974,727 pounds; coconut oil with 64,570,430 pounds and corn oil with 27,854,486, pounds.

The production of refined oils during the period was as follows: Cottonseed 679,873,670 pounds; coconut, 59,020,026 pounds; peanut, 1,605,631 pounds; corn, 19,487,216 pounds; soya-bean, 577,110 pounds; and palm-kernel, 65,781 pounds. The quantity of crude oil used in the production of each of these refined oils is included in the figures of crude consumed.

## PRODUCTION, CONSUMPTION, AND STOCKS OF FATS AND OILS

	Factory operations for the quarter ended Dec. 31, 1926 Production (pounds)	Consumption (pounds)	Factory and Warehouse stocks Dec. 31, 1926 (pounds)
<b>VEGETABLE OILS:</b>			
Cottonseed, crude .....	851,637,570	740,570,066	155,455,120
Cottonseed, refined .....	679,873,670	353,167,749	332,343,692
Peanut, crude .....	2,717,791	2,246,605	1,815,826
Peanut, refined .....	1,605,631	1,947,731	464,515
Coconut, crude .....	64,570,430	124,099,274	84,536,689
Coconut, refined .....	59,020,026	51,840,993	14,820,574
Corn, crude .....	27,854,486	28,431,625	8,165,906
Corn, refined .....	19,487,216	2,494,112	10,765,970
Soya-bean, crude .....	734,703	2,717,483	5,832,217
Soya-bean, refined .....	577,110	969,879	1,774,478
Olive, edible .....	350,024	418,089	3,648,272
Olive, inedible .....	—	1,561,466	2,580,746
Olive foots .....	—	8,846,214	5,190,543
Palm-kernel, crude .....	—	4,170,632	340,068
Palm-kernel, refined .....	65,781	43,294	44,671
Rapeseed .....	900	3,591,104	5,113,570
Linseed .....	206,496,045	102,617,796	174,098,444
Chinese wood .....	—	21,107,009	18,059,125
Chinese veg. tallow .....	—	815,172	1,233,269
Castor .....	11,352,933	4,577,897	6,367,420
Palm .....	—	30,133,681	18,003,991
All other .....	180,256	3,126,330	5,362,352
<b>FISH OILS:</b>			
Cod and cod-liver .....	414,428	4,573,784	9,164,088
Menhaden .....	15,605,194	9,029,721	26,095,451
Whale .....	1,915,418	7,577,216	33,794,474
Herring .....	5,764,372	9,203,176	14,924,589
Sperm .....	—	338,814	2,330,031
All other .....	381,021	3,940,678	1,045,885
<b>ANIMAL FATS:</b>			
Lard, neutral .....	9,753,574	6,300,330	2,544,196
Lard, other edible .....	362,694,422	3,259,152	49,009,722
Tallow, edible .....	15,120,795	11,591,128	4,478,049
Tallow, inedible .....	108,853,932	130,759,922	85,010,877
Neat's-foot oil .....	2,694,044	2,110,325	1,831,788
<b>GREASES:</b>			
White .....	16,987,901	5,091,172	5,995,161
Yellow .....	17,722,809	13,259,841	10,061,238
Brown .....	11,825,592	9,826,354	6,074,433



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	Factory operation for the quarter ended Dec. 31, 1926 Production (pounds)	Consumption (pounds)	Factory and Warehouse stocks Dec. 31, 1926 (pounds)
Bone .....	6,014,043	436,803	3,626,405
Tankage .....	13,925,256	1,013,514	4,685,618
Garbage or house .....	22,196,723	21,003,395	12,391,727
Wool .....	1,955,796	1,459,266	2,870,488
Recovered .....	891,736	534,711	1,131,208
All others .....	3,546,622	1,224,123	3,154,886

## OTHER PRODUCTS:

Lard Compounds .....	338,893,858	353,875	22,926,118
Hydrogenated oils .....	131,040,779	122,130,739	11,226,981
Stearin, vegetable .....	4,330,001	4,872,769	2,544,512
Stearin, animal, edible .....	20,646,738	14,062,236	5,888,794
Stearin, animal, inedible .....	4,704,464	5,177,114	4,316,273
Oleo oil .....	37,995,760	13,901,845	15,701,698
Lard oil .....	7,283,057	5,618,931	5,601,621
Tallow oil .....	3,639,702	2,366,711	2,567,497
Fatty acids .....	41,154,727	52,454,546	5,604,436
Fatty acids, distilled .....	14,194,954	15,599,458	3,977,533
Red oil .....	12,314,670	5,453,425	6,765,609
Stearic acid .....	8,513,441	2,997,870	4,286,934
Glycerin, crude 80% basis .....	31,974,100	35,516,183	9,452,465
Glycerin, dynamite .....	14,420,392	9,460,719	8,654,341
Glycerin, chemically pure .....	16,182,175	1,429,843	5,346,396
Cottonseed foots, 50% basis .....	99,041,536	58,278,554	61,322,477
Cottonseed foots, distilled .....	50,249,556	50,919,285	5,858,702
Other vegetable oil foots .....	15,544,666	13,810,071	5,633,797
Other vegetable oil foots, distilled .....	400,089	554,686	539,609
Acidulated soap stock .....	19,740,418	28,264,949	16,933,960
Miscellaneous soap stock .....	1,121,892	1,259,243	311,997

## IMPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED, DECEMBER 31, 1926

	Pounds		Pounds
Whale oil .....	4,901,468	Palm-kernel oil .....	384,139
Cod and cod-liver .....	12,765,008	Peanut oil .....	676,591
Other fish oils .....	5,666,430	Rape oil .....	5,888,408
Beef and hog fats .....	474,084	Linseed oil .....	255,279
Wool grease .....	3,773,056	Sesame oil .....	2,497,669
Chinese wood oil .....	22,937,365	Soya-bean oil .....	5,026,217
Coconut oil .....	80,331,476	Vegetable tallow .....	511,000
Olive oil, edible .....	15,278,197	Vegetable wax .....	2,177,321
Olive foots .....	4,642,048	Other vegetable oils .....	317,781
Olive oil, denatured .....	1,266,991	Glycerine, crude .....	4,939,829
Palm oil .....	28,536,150	Glycerin, refined .....	3,887,433

## EXPORTS OF DOMESTIC FATS AND OILS, QUARTER ENDED, DECEMBER 31, 1926

	Pounds		Pounds
Oleo oil .....	22,821,935	Stearic acid .....	351,658
Neat's foot oil .....	303,893	Other animal greases, oils and fats .....	23,817,072
Other animal oils .....	196,787	Coconut oil .....	4,794,672
Fish oils .....	318,928	Cottonseed oil, crude .....	7,858,186
Oleo stock .....	1,838,203	Cottonseed oil, refined .....	6,616,688
Tallow .....	2,945,829	Linseed oil .....	369,273
Lard .....	153,166,169	Soya-bean oil .....	814,342
Lard, neutral .....	4,680,613	Corn oil .....	41,764
Lard, compound .....	3,566,240	Vegetable oil lard compound .....	2,397,065
Oleo and lard stearin .....	1,575,450	Vegetable soap stock .....	1,570,334
Grease stearin .....	518,843	Other vegetable oils and fats .....	2,977,403
Red oil .....	72,329	Glycerin .....	172,494

Importation of perfumed soaps, soft soaps and various unspecified soaps into the port of Punta Arenas, Chile, has been prohibited by an official decree of the Chilean Government, according to a report from the American Consul at Santiago. Heretofore, these soaps have been admitted at this port duty free, but it has been

determined that a considerable quantity entering at Punta Arenas has been eventually marketed in other centers thus nullifying the effect of the duty at other ports. Since duties may not be imposed without an act of Congress, the Government took this way of forcing imports through duty ports.

# New Soap Association Formulates Plans

**C**LEANLINESS education, especially through schools, will probably play an important part in the work of the recently organized Association of American Soap and Glycerine Producers, Inc. This subject was under consideration by the directors of the association at a meeting early this month at Chicago. It was the general opinion of the board that educational work can be conducted by the industry as a whole upon a higher plane than individual manufacturers can do it, and that a broad program of cleanliness education would be of public benefit as well as an advantage to the soap industry. It was thought that a cleanliness bureau or institute might well be established, based on public service and so directed as to win respect and cooperation of other organizations serving the general public, including departments of education and health supported by public appropriation as well as many philanthropic organizations. In any educational service the association may undertake, it is thought that school work would be a fundamental and popular part of the program. Teachers and educational authorities are already doing a big work in the promotion of cleanliness habits among school children, and it is believed that they will welcome high-grade non-commercial classroom texts, lesson helps, pictures, plays and other material that will assist in attracting the interest of school pupils and in making a vivid and lasting impression upon them along cleanliness lines. Such material, the association believes, should be prepared by the best authorities available. It should be along lines that school teachers want.

The successful work that has been accomplished through schools to promote greater use of tooth brushes and better care of the teeth is well known. This has had a splendid effect upon school children themselves, and upon parents in the homes and the public generally. The same thing is true of campaigns to increase the use of milk, an educational effort that is unquestionably for the good of the public, so much so that the United States Department of Agriculture has played a big part in it, but which was nevertheless largely initiated and financed by the dairy interests of the country. There seems every reason to believe that a cleanliness movement, conducted along similarly broad and constructive lines can be popularized and made effective. Managing Director Roscoe C. Edlund, who presented the school

suggestion to the board, was therefore requested to study these possibilities further, to prepare plans and to proceed with organization.

Results of the radiator glycerin advertising campaign conducted by the association during the fall and winter were reported to be gratifying. The demand created by the advertising put out by the association, as well as by individual members, was very satisfactory. This demand is expected to be greater as garage men and automobile owners become increasingly familiar with the advantages that radiator glycerin offers over alcohol or any other anti-freeze solution. The association is considering the preparation of a label for use by its members so that the public may be protected against imitations, as well as against solutions containing glycerin, but not properly prepared for automobile use. Such a label would probably be used in the national advertising of the association and on the containers used by member companies and would assure the purchaser that he is getting genuine radiator glycerin of the high standards set by the association.

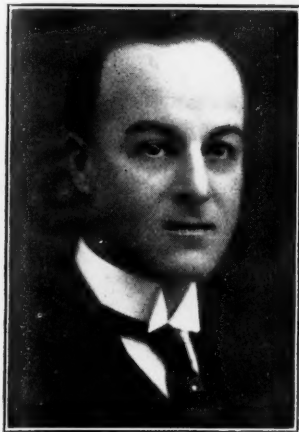
Questions have been asked as to the relation between the new Association and the Soap Section of the American Grocers' Specialty Association. The new Association grew out of a committee of the Soap Section charged with considering plans for broadening the markets for soap and glycerin. The new Association, under its charter, must give its attention to securing and passing on to the public information about soap and glycerin and their uses. Its work limits in no way at all the activities of the Soap Section of the Specialty Association. The new Association differs from most "trade associations" in that it does not concern itself with trade practices, legislation, or similar matters. Its field is research, education, advertising, promotion, extension of markets, not for any particular manufacturer or section of the industry, but for the industry as a whole. Keeping this in mind, it will readily be understood how it came about that the first two activities undertaken have been cooperative advertising of radiator glycerin and the consideration now being given to the organization of a cleanliness institute for general cleanliness education and service. Temporary offices of the Association are at 489 Fifth Avenue, New York.

Procter & Gamble Co. is building a one story building, to cost about \$50,000, at Port Ivory, S. I.

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# Oil Trades Elect H. Mart Smith President



*Joseph N. Pigot  
President 1926*



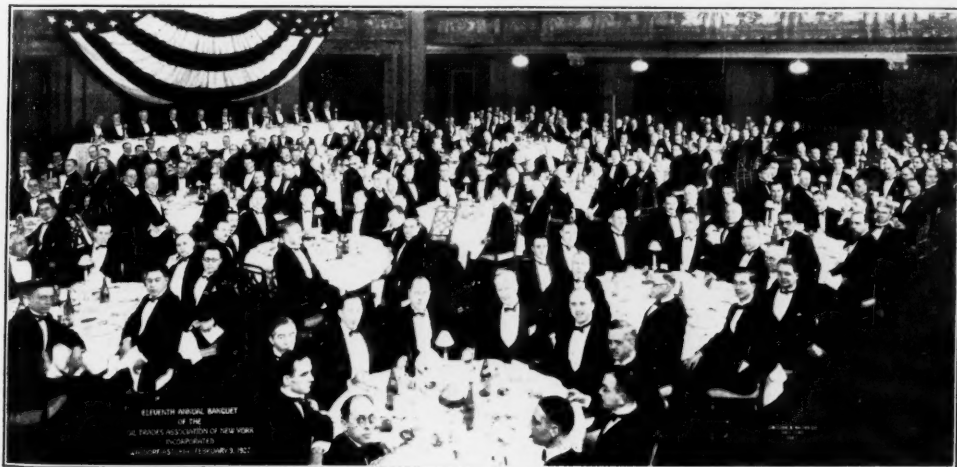
*H. Mart Smith  
President 1927*



*Joseph C. Smith  
Re-elected Secretary*

**H.** MART SMITH, of W. R. Grace & Co., New York, vegetable oil importers, was elected president of the Oil Trades Association of New York, at the organization's annual meeting, held March 8 at the Waldorf-Astoria Hotel. Joseph C. Smith, Smith-Weihman Oil Co., New York, was re-elected secretary, a position which he has occupied since the association was organized. Other officers elected at the meeting were T. J. Skidmore, Tide

Water Oil Co., vice president and Philip C. Meon, Borne, Scrymser Co., treasurer. Joseph N. Pigot, of the Pigot-Sayre Co., whom Mr. Smith succeeds as head of the organization, was elected a director as were Albert J. Squier, R. E. E. Hood, J. H. Redding, F. W. McKee, A. A. Hoffman and William L. Koburger. Preceding the annual meeting and election of officers a dinner was served and after the meeting, the Traffic Club Rooms were utilized,



Eleventh Annual Banquet of the Oil Trades Association, February 9.

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The annual meeting, as usual, followed close on the Oil Trades Association's annual dinner, held Feb. 9, also at the Waldorf. This was one of the most successful dinners in the Association's history, the entire grand ball room having been completely filled. Joseph M. Patterson, president of the Philadelphia Oil Trades Association, and O. P. Keeney, head of the National Petroleum Association, were guests. Hon. Arthur S. Tompkins, Justice of the New York Supreme Court, was the principal speaker of the evening.

### Plan A.M.T.A. Convention Program

The program for the American Manufacturers of Toilet Articles' annual meeting, scheduled to be held at the Hotel Ambassador, Atlantic City, from May 9 to 11, has been laid out so that mornings will be given over to business meetings, with the afternoons and evenings left open for entertainment. The banquet will be held on the last evening, as usual. Monday evening will be given over to a theatre party and dancing while Tuesday evening has been left open. The golf tournament for the ladies will be held Monday afternoon, with the men's tournament planned for the other two afternoons.

### Glycerin Imports Up in December

Imports of crude glycerin showed a substantial increase in December, as compared with the previous month, advancing from 1,012,126 pounds, valued at \$134,041, to 1,341,457 pounds, valued at \$197,228. Imports of refined goods on the other hand, showed a decrease, amounting to only 966,327 pounds, valued at \$228,537, as against receipts of 1,022,285 pounds, valued at \$255,875, in November. Holland and Germany continued to supply most of the refined material, although 142,444 pounds were listed as coming from England. France was again the largest shipper of crude glycerin, accounting for 657,316 pounds. Germany, Spain, England and Cuba were credited with sending 153,573, 166,658, 112,941 and 109,828 pounds of crude respectively.

Whale oil production in Norway during 1926 was 660,000 casks as compared with 600,000 for 1925, the increase being due to operations of new concerns who entered the business.

### Glycerin Trend Still Downward

In their market report of Mar. 4, Parsons & Petit, New York, state regarding dynamite glycerin:

"The trend of the market is still downward. While the price is nominally 24c several makers are undoubtedly anxious to move March, April and May shipments and it is most likely that they would accept something less than the figure named for desirable business, if put before them, in the way of a firm offer. It is quite evident, that the current production, while not large, is, for the present, in excess of consuming requirements, and as a consequence, we must be prepared to see sellers reduce their stocks, in the most advantageous manner possible. There is, of course, a chance of a resumption of the demand, earlier than was expected, but this will depend upon general business, which, while it looks good today, is not up to last year and in many lines is expected to fall off somewhat. Foreign quotations figure out 25c laid down here duty paid, taking into consideration the difference in terms of payment. At the price recently paid for domestic Crude, the cost is nearly as high, so it is impossible for refiners who must buy their raw material in the open market, to trade at 24c, except at a loss, while those who have Glycerin as a by-product, have a decided advantage. Crude:—The nominal quotation for Saponification today, is 18 $\frac{3}{4}$ c per lb. basis of 88% loose; this is the equivalent of Soap Lye Crude at 17c basis of 80%, which is also a nominal figure. It is quite likely that both of these prices would have to be discontinued considerably, in order to move anything, and it is most difficult to get buyers to show any interest at all. Foreign prices are out of line at the moment, due principally, it is said, to the fact that the bulk of the production in Europe for the first six months of the year, has already been sold. Chemically Pure:—The official price remains at 27c in bulk, but this is an outside figure."

Parsons & Petit have issued a complete set of average prices for dynamite, C. P., and crude glycerins given monthly since January, 1884.

Crude glycerin, shipped from Milwaukee, Wis., to Union Stock Yards, Chicago, shall not be assessed freight rates of over 13 cents per hundred pounds, according to a decision by the Interstate Commerce Commission following a complaint by Armour & Co. Reparation has been awarded the complainant.



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Test and Uniform Quality"*

# Soda Ash Caustic Soda Bicarbonate of Soda

## Michigan Alkali Company

General Sales Department

21 East 40th St. - - New York City

Chicago Office: 332 South Michigan Ave.

Works: Wyandotte, Mich.



## Meyer, New Los Angeles President

Charles A. Meyer, who was recently elected president of the Los Angeles Soap Co., Los Angeles, rose to the head of the company in



CHARLES A. MEYER

less than fifteen years after the date of his original employment. In 1912, Mr. Meyer entered the employ of the Los Angeles Soap Co. and started at the bottom painting barrels. He worked his way up in the company from various jobs to his present position. He is the third president of the company and his election by the Board of Directors is said to be a popular choice among the employees of the firm.

Born in Omaha, Neb., he graduated from the University of Nebraska. At college he was a member of Phi Psi. He later studied in Germany, and followed up his technical training abroad by work at the Massachusetts Institute of Technology in Cambridge, Mass. After leaving Boston, Mr. Meyer worked for an engineering firm in New York and there designed a new type of railroad car which was adopted by the Boston & Westchester Railroad. On Aug. 1, 1912, he went with the Los Angeles Soap Co.

During the war, Mr. Meyer was a captain in the army and took part in seven major engagements in France. He is president of the Wanderers Club in Los Angeles, secretary and treasurer of the Monterey Park Land Co., and member of the California Club and Jonathan Club.

Cottonseed oil exports, in the six months ending Jan. 31, 1927, were markedly below those in the same period a year ago. Exports of crude oil totaled 11,993,777 pounds as compared with 22,808,271 pounds for the six month period ending Jan. 31, 1926, while refined oil exports reached only 10,181,267 pounds as against 16,836,884 pounds.

Copra is weaker in the Philippines, according to the latest cable, dated Feb. 25, received by the Department of Commerce from its agents at Manila. The message stated that all mills were operating, that arrivals had continued heavy and that prices delivered Manila were at 12¼ pesos per picul.

## Beaver & Remmers-Graham Combine

Stockholders of the Beaver Soap Co., Dayton, O., and the Remmers-Graham Co., Cincinnati, have approved the sale of their respective companies to the Beaver-Remmers-Graham Co., recently incorporated by Robert G. Corwin, Samuel S. Markham, W. A. Ferguson, Robert K. Landis and Clement V. Jacobs. The latter company held its first meeting March 1, elected permanent officers and discussed plans for the future conduct of the business, but no definite announcement has been forthcoming as yet. It is known, however, that all manufacturing will be done at Dayton just as quickly as this can be arranged. An individual, connected with the firm's management, has stated that the new company will confine its business to the same field in which the old companies have been engaged for many years, namely, the manufacture of toilet soap. This merger follows close on the combination of the sales departments of the Beaver Soap Co. and the Remmers-Graham Co., as announced in the February issue of *SOAP*.

The Drug & Chemical Section of the New York Board of Trade and Transportation held its second annual dinner at the Waldorf-Astoria Hotel, New York, March 15. The attendance was drawn from the chemical, drug, essential oil and allied trades, most everyone in the trade having been on hand. The evening was largely given over to social activities as the dinner is planned more as a get-together than anything else.

Information regarding production, consumption and exportation of naval stores, extending back over a period of years, is contained in Trade Information Bulletin No. 454, entitled "Naval Stores," just issued by the Department of Commerce. Copies may be had at ten cents each on application to the Superintendent of Documents, Government Printing Office, Washington, D. C.

A. Klipstein & Co., New York, have taken over the business of Dunker & Perkins, Boston chemical dealers, and have combined the business with their own local branch office. Most of the individuals connected with Dunker & Perkins will continue with A. Klipstein & Co. at Boston.

A process for deodorizing fats and oils has been patented in Germany by H. Blohman, Hamburg, under No. 437,795.



# SAPOFIXIN

We invite you to try our Sapofixins  
in your Soaps as reinforcers.

Sapofixin Eau de Cologne

Sapofixin Hyacinth

Sapofixin Lavender

Sapofixin Lilac

Sapofixin Lily of the Valley

Sapofixin Orange

Sapofixin Pine

Sapofixin Rose

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## PERSONAL and IMPERSONAL

Industrial Soap Co., Mexicali, managed by Juan Brittingham, is adding sufficient new equipment to practically double production capacity. The company also operates a cottonseed oil mill. The entire soap output is sold in Mexico, but considerable of the cottonseed products are exported to the United States.

Harral Soap Co. has moved to 463 Greenwich St., New York. The firm's offices were originally moved to New York when the factory at Woodhaven, L. I., was destroyed by fire.

Service Soap Co., formerly at Bryan O., will be moved to Archbold, O., having been bought by three Archbold residents, Jacob J. and Clarence Buerher, and H. G. Wotring. The company makes a mechanics soft soap.

Procter & Gamble Co. has filed a protest with the Interstate Commerce Commission stating that it believes rates on vegetable oils, shipped from various points in Texas, Eastern New Mexico and Oklahoma to Ivorydale, are unjust and claiming reparation on shipments made since Sept. 20, 1925.

Grasselli Powder Co., a subsidiary of Grasselli Chemical Co., Cleveland, has bought 900 acres of land in Grundy county, Illinois, and will start building a chemical and explosives factory on the site early in the spring.

Early this month reports were circulated to the effect that a new group would buy the old Fairchild & Shelton soap factory, at Bridgeport, Conn., and would re-open it to manufacture and market soaps. That negotiations looking to this end have been under way, has been authoritatively confirmed, but it was stated that the matter lapsed, after the deal had been practically completed. It is understood that several things among the Fairchild & Shelton stockholders, remain to be straightened out before anything further can be done.

Employees at the Port Ivory, Staten Island, Procter & Gamble factory marked the thirtieth

semi-annual distribution of profit-sharing dividends with a celebration at the Ritz Theatre, Port Richmond, S. I., on the morning of Feb. 26. Twelve hundred of the plant's seventeen hundred employees received profit-sharing checks. Department heads, both from Port Ivory and Ivorydale, addressed the meeting. A vaudeville entertainment was also staged.

Toledo Tallow Co., Toledo, O., recently incorporated for \$100,000, is a combination of the Toledo Reclamation Co. and G. Happ & Son. Edgar G. Behr is head of the new firm and Carl G. Happ is vice president and general manager. Offices are at the Union Stock Yards, Toledo.

The bowling team of Colgate & Co. continues to lead the Wholesale Drug Trade Bowling League, New York, in its annual tournament. They are first with 21 games won and 9 lost, while Lanman & Kemp are second with 22 games won and 11 lost.

Wangler-Budd Co., Inc., New York perfuming material importers, will move to 205 W. 14th St., within the next month. Most of the five story building, at that address, will be occupied by the firm's offices, laboratories and warehouse.

Columbia Soap Products Co., Portland, Ore., has been incorporated to manufacture soap. Albert Hodge, B. F. Prince and others were the incorporators. The firm is capitalized at \$5,000.

A minstrel show will be staged April 1 in the Grand Ballroom of the Waldorf Astoria Hotel, New York, by members of the New York Produce Exchange. It is expected that the show will be given annually hereafter. Reports indicate that practically all the tickets have been disposed of and that most of New York's vegetable oil trade will be on hand for the occasion. Walter Moore is chairman of the committee in charge of the show. Dancing will follow the minstrel.

## *for the Finer Soap Perfumes*

A good many soap manufacturers have, in the past used Tonquin Musk grains in their finer perfumes. As everyone is well aware, price practically prohibits their use now. To produce identical results, economically, we suggest —

## MUSK TONQUIN SYNTHETIC

Bertrand Freres

Used in the same manner as the natural, this Bertrand Freres specialty effects a great saving in cost. In ounces Musk Tonquin Synthetic, B.F., costs \$2.00 an ounce; in pounds—\$30.00 a pound. Send for a trial ounce.



## Individual Odors!

WE will make up four or five individual sample odors, suitable for use in toilet or liquid soaps, at your request and for your approval. If you select one it will be set aside for your own particular use. In writing, give a general idea of the types desired and the approximate price you are in position to pay.



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Laurel Soap Co., Philadelphia textile soap manufacturers, announces that the erection of its new two story factory, plans for which were announced some time ago, is progressing favorably. Better shipping facilities are being provided and in addition a larger production will be possible in the new plant, which is thoroughly modern and up-to-date throughout.

A new soap plant is reported being planned for Los Angeles, Calif. by a brother of Morris Gest, the theatrical producer. It is stated that the project is to be financed by Morris Gest.

Samuel Alsop, head of the Alsop Engineering Co., New York, manufacturers of liquid handling equipment, is expected to return from Cuba about the twentieth of this month. Mr. Alsop has been away since Feb. 20.

Procter & Gamble Co.'s advertising campaign for Ivory Soap, handled by the Blackman Co., advertising agents, was awarded first prize by Harvard University, from a fund established by Edward W. Bok, for advertising "contributing more to the high standard of advertising than anything in its class."

H. Symington Cox of Cox, Aspden & Fletcher, Inc., New York, sales agents for the Mysore Government sandalwood oil factory, sailed Feb. 11 from New York via England and France to India. He left France early in March for India. He will probably be absent from New York for seven or eight months, according to present plans.

A new vegetable oil plant is being built at Calexico, Cal., by W. J. Hartman, local cotton farmer. Machinery being installed will be suitable for manufacturing cottonseed, coconut, soya bean and linseed oil.

Lever Bros. Co., Cambridge, Mass., has petitioned the Interstate Commerce Commission to fix reasonable rates for shipment of carloads of concentrated spent lye from Cambridge and Boston to Brooklyn, Port Ivory, Edgewater, Babbitt, Gibbstown, New York, Philadelphia and Wilmington.

Oil Trades Association of New York has issued its year book for 1926-1927. The book containing lists of the organization's members, by companies and individuals, together with other useful information. J. H. Redding, head

of the Niger Co., and Joseph C. Smith, of the Smith-Weilman Oil Co., were members of the year book committee, Mr. Redding having been chairman.

Hammill & Gillespie, manufacturers of and dealers in pumice, chalk, talc, etc., New York, will move their offices for 240 Front St. to the new Transportation Building, at Barclay St. and Broadway, within the next month or two. Stocks will then be carried at the firm's factory at Carteret, N. J. The firm of Hammill & Gillespie was established in 1848 and for more than sixty-five years has occupied the Front Street building.

Frank K. Woodworth, formerly with Van Dyk & Co., joined the sales staff of Ungerer & Co., New York, on Feb. 14. He is handling sales in the Metropolitan district for Ungerer. Mr. Woodworth is well known in the toilet goods industry through his long connection with the essential oil business.

E. M. Laning, head of E. M. Laning Co., New York perfuming material house, announces the birth of an eight and a half pound boy at his Irvington, N. J., home, on Feb. 25. The young man has been named Ralph Clayton Laning. Mr. Laning has two other sons, twelve and eight years of age.

Procter & Gamble Co. distributed \$621,000 to employees, on Feb. 19, in the form of profit sharing dividends. The occasion was made a celebration at the company's Cincinnati plant where almost half of the bonus was paid out.

Stockholders of Monsanto Chemical Works, St. Louis, re-elected all of the firm's directors at the annual meeting, held Feb. 15. At a directors meeting, held the following day, the following officers were elected:—John F. Queeny, chairman of the board and president; Gaston Du Bois, first vice-president; Edgar M. Queeny, second vice-president; John W. Livingston, Dr. Jules Delbie and Dr. L.F. Nickell, assistant vice-presidents; W. R. Phemister, treasurer; W. W. Schneider, secretary; C. A. Zacher, assistant secretary. Sales in 1926 were reported as having reached the highest mark since 1920, the company's largest year.

Solvay Process Co. has opened a branch at Atlanta, Ga.

Société Anonyme des Etablissements

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**GERANIUM AFRICAN**

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## ON PRODUCTS AND PROCESSES

In the hydrolysis of fats under pressure in the presence of zinc oxide, A. Guiselin in *Chimie et Industrie*, 573, (1926), found that there was an increase of 2 to 3 per cent in glycerin yield by operating in several stages, that is, withdrawing the glycerin-water and adding fresh water. The heat consumption, however, required in the concentration of the glycerin offset any value of higher glycerin yield.

Determining free alkali in soaps by existing methods failed to yield accurate experimental results, according to Davidsohn, *Chemische Umschau*, 33, 273, and *Seifensieder Zeitung* 53, 830 (1926). The following methods were found to be accurate: For bar soap, dissolve 3 to 5 grams in 50 to 70 cc 95% neutralized alcohol under reflux, and after cooling titrate against phenolphthalein with 0.1 N alcoholic hydrochloric acid. For soft soaps and high moisture bar, the same method is used except that after cooling and before titration, add 4 to 6 grams anhydrous C. P. sodium sulphate slowly in small portions, and then titrate.

Splitting fats to 99 per cent is accomplished by a process, U. S. Patent 1,612,682. Neutral fat such as coconut oil is first split to 85-95% by any suitable splitting agent and steam under pressure of 6 to 7 atmospheres. Then, after removal of glycerin, water and impurities insoluble in the oil, the process is carried to at least 99% by use of alkaline splitting agent, and 6 to 7 atmospheres pressure with steam.

In the manufacture of transparent soaps, the best results are said to be secured with a mixture of 80% tallow and 20% WW or WG rosin, according to *Perfumery & Essential Oil Record*, 17, 504, (1926). Soap base is dried on continuous dryer and converted to transparent soap in water-jacketed pan with still head, condenser and stirring gear. Chips are charged into pan with excess of industrial alcohol. Sometimes as little as a quarter of one per cent of water will spoil batch. Oleic acid added to neutralize free alkali, followed by perfume. Soap run into moulds and cooled,

cut into tablets and stored for two weeks at 65-70 deg. F. After preliminary drying, outer skin is planed off, soap stamped and stored for maturing. The old process took 6 to 9 months at temperature up to 100 deg. F. This time has been cut by storing in racks in current of fan controlled warm air. When finished, soap should not contain over 10% volatile matter at 100 deg.

A repellent for moths and other insects, Patent No. 1,610,167, is made from quillai bark and seeds, genus *lupinus*, extracted with a dilute inorganic acid other than sulfuric at about 50 deg. C. Sodium sulfate is added to the extract to form a solid mass and the latter is pulverized.

Milkiness produced by acetone with the fatty acids of peanut oil permits a rapid and sure identification of their presence in olive oil, according to Fachini and Dorta in *Industria Olii Grassi*, 6, 50, (1926). When peanut is mixed with olive oil, 20-30 grams of the latter are saponified with caustic potash, liberating the fatty acids. These are washed until free from mineral acid and filtered through dry filter in an oven. Five grams are dissolved in 50 cc acetone at 56 deg. C in a 150 cc flask with closed top and thermometer, and left until 20 deg. has been reached. Ten cc of 0.1 N caustic potash in water is added. Up to 5% of peanut oil present gives a milkiness. Very acid or old olive oils give a flaky precipitate. Over 5% peanut oil gives precipitate. (Method for quantitative determination as arachis and lignoceric acids given.)

A stain removing detergent, made from soap dissolved in hot soda solution to which is added a solution of alkali acid oxalate and potash, and mixture boiled to form a paste, is covered by British Patent 247,414.

For sheep dips and disinfectants, sulfonated castor oil is replaced by sulfonated fatty oil, sperm oil or wax, according to British Patent 246,252.

## PURE OILS ONLY

**S**INCE their establishment years ago  
Coupey Fils & Dehais of Paris have  
sold pure essential oils, and pure ones  
only.

Coupey Fils, New York, pledge themselves to the same policy.

We act either as importing brokers, on a commission basis, or as direct importers, specializing in GERANIUM and LAVENDER, of which we carry adequate stocks.

### COUPEY FILS

160 Pearl St., New York

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Say you saw it in SOAP!

## CONTRACTS AWARDED

Lightnin' Lye Co. bid \$3.04 per case for 163 cases of lye for the Treasury Department.

F. J. Lewis Mfg. Co., Chicago, was awarded a contract for 6,840 lbs. of naphthalene at 6.6c for Fort Sam Houston, Tex.

The Nickel Plate Stove Polish Co., Chicago, was awarded a contract for 18,000 cans of paste metal polish at 11c per can for the Quartermaster of the Marine Corps at Philadelphia.

Wing & Evans Co. were awarded 30,000 lbs. of washing soda at \$1.80 per hundred for the New York G. I. D., Brooklyn, N. Y.

The following contracts have been awarded for contracts to supply soap by the quartermaster, Brooklyn: J. Eavenson & Sons, Inc., 3,000 pounds issue soap for Philadelphia at 4.8c, 3,200 pounds for West Point at 4.95c, 12,000 pounds for Fort Eustis at 5.1c, 1,800 for Aberdeen at 4.8c, 1,600 for Fort Howard at 4.8c, 1,200 for Holabird at 4.8c, 360 pounds for Pig Point, Va., at 5.1c, 3,600 pounds for Edgewood at 4.8c and 600 pounds at 4.9c; John T. Stanley, Inc., 200 cakes scouring soap for Washington, at 3.75c; and Swift & Co., 1,200 cakes scouring soap for Eustis, Va., at 4.2c.

The following contracts for soap and allied products have been awarded by the New York general intermediate depot, Brooklyn: George E. Marsh Co., 200 pounds issue soap for Fort Wright, at 4.87c, 720 pounds for Fort Adams at 4.63c, 600 pounds for Fort Banks at the same price, 3,000 pounds for Fort Williams at 4.84c, 600 pounds for Fort Ethan Allen at 5.07c, 240 pounds for A. S. B. at 4.98c, 3,600 pounds for Fort Niagara at 5.14c, 18 pounds for Watervliet, N. Y., at 4.94c, 3,900 pounds for Fort Hamilton at 4.95c, 3,780 for Madison Barracks at 4.98c, 5,460 pounds for A. S. B. at 4.98c, 3,000 pounds for Carlisle Barracks at 4.98c, 6,600 pounds for Harrisburg at 4.98c, 600 pounds for Frankford at 4.98c, 1,200 pounds for Bolling Field at 5.07c and 3,000 pounds for Washington at 5.07c; J. Eavenson & Sons, 4,800 pounds for A. S. B. at 5.03c,

360 pounds for Front Royal at 5.11c, Old Point Comfort at 5.11c, and 3,200 pounds for Fort Myer at 5.11c; Austin Nichols & Co., Brooklyn, 480 cakes grit scouring soap for Fort Ethan Allen at 5.8c, 96 cans scouring soap powder for Brooklyn at 8.5c, 50 cakes milled toilet soap for Brooklyn at 4c, 96 cans paste soap for Brooklyn at 8.5c, 48 cakes milled toilet soap for Brooklyn at 4c, 60 cakes grit scouring soap for Brooklyn at 5.8c, 300 cakes grit cake soap for Fort DuPont at 5.8c, 400 cakes for Fort Hamilton at 5.6c, 288 cakes for Madison Barracks at 5.9c, 922 cakes for A. S. B. at 5.5c, 12 pounds mechanics' soap paste for Governor's Island at 11.3c, 172 cakes grit scouring soap for Bolling Field at 5.9c, and 200 cakes for Washington Barracks at 5.9c; Windsor Soap Co., Inc., 200 pounds soap powder for A. S. B. at 4.2c lb. in cartons, 120 cakes white floating soap for Brooklyn at 3.3c, 50 cakes for Fort Slocum at 3.3c, 316 cakes for Governor's Island at 3.3c, 324 pounds soap powder for Governor's Island at 4.2c, and 1,000 cakes white floating soap for Carlisle Barracks at 3.3c; Procter & Gamble Distributing Co., 48 cakes white floating soap for Brooklyn at 4c; and B. T. Babbitt, Inc., 320 cakes grit scouring soap for Fort Myer at 5.8c.

Walker Bros. Co. has been awarded a contract to supply Fort McPherson with soap at 17.5c lb.

Swift & Co. has been awarded a contract to supply Fort Ontario with toilet soap at \$8.75 and \$5.

F. H. Leggett has been awarded a contract to supply West Point with Palmolive soap at 6.61c.

J. D. Lee, Denver, Colo., has been awarded a contract to supply Fitzsimmons General Hospital, Denver, with 1,860 pounds laundry soap at 6.75c a pound.

McCord-Brady Co. has been awarded a contract to supply Fort D. A. Russell, Wyo., with toilet soap at 18.5c lb.

## RECORD OF TRADE-MARKS

The following trademarks were published in the February issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of Feb. 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, a fee of ten dollars must accompany each notice of opposition.

### Trade-Marks Filed

**Shavolene**—This in outline letters describing preparation for shaving, not a soap to be applied before shaving. Filed by International Chem. Co., Chicago, Ill., May 3, 1926. Claims use since April 15, 1926.

**Eze**—Design of letters EZE describing powdered preparation for general household cleaning purposes. Filed by Standard Products, Inc., Newark, N. J., Aug. 26, 1926. Claims use since June 24, 1926.

**Glass-Glo**—This in black letters in a circle with sun ray around it describing liquid cleaning and polishing compound for cleaning windows, mirrors, etc. Filed by Glass Glo Mfg. Co., Sacramento, Calif., Sept. 15, 1926. Claims use since May 20, 1926.

**Princess Mary**—This in black letters describing soaps, creams for use before shaving and toilet soaps. Filed by French Beauty Products Co., Inc., New York, N. Y., Oct. 19, 1926. Claims use since Oct. 1, 1926.

**Flu-Id-Soap**—This on a fancy shaped black background describing liquid soap in concentrated form. Filed by Ferguson Laboratories, Philadelphia, Pa., Nov. 8, 1924. Claims use since about October 1921.

**Help**—This written on a bunch of balloons with a baby swinging on the end describing a general household cleaning preparation. Filed by Martin & Martin, Mfrs., Chicago, Ill., Dec. 2, 1925. Claims use since Sept. 15, 1925.

**Shure-It?**—This written across an Acorn attached to a branch describing paste for cleaning metallic, vitreous and enameled objects. Filed by Shure-It Mfg. Co., Wash-

ington, D. C., June 1, 1926. Claims use since June 1, 1925.

**Lunette**—This in outline letters describing toilet and bath soap. Filed by Procter & Gamble Co., Cincinnati, Ohio, Sept. 16, 1926. Claims use since Aug. 31, 1926.

**V-X**—This all formed with insects describing insecticides, liquid. Filed by Lanair Chemical Corp., Chicago, Ill., Nov. 6, 1926. Claims use since Aug. 31, 1926.

**Jav-O**—This written in outline letters across an oblong background describing liquid washing compound. Filed by Javo-Water Corp., New York, N. Y., Nov. 9, 1926. Claims use since Sept. 24, 1926.

**Quic**—This in black letters describing shampoo and tooth paste. Filed by Quic Laboratories, Chicago, Ill., Nov. 20, 1926. Claims use since April 2, 1926.

**Betsy Ross**—This in black letters describing soap. Filed by Western Soap & Chemical Co., Los Angeles, Cal., July 14, 1926. Claims use since April 15, 1926.

**Mianin**—This in black letters describing disinfectant. Filed by Saccharin-Fabrik, Aktiengesellschaft vorm. Fahlberg, List & Co., Magdeburg-Sudost, Germany, Sept. 13, 1926. Claims use since February, 1919.

**Rainbo**—This in black letters over a circle with figures in it describing soaps. Filed by Gold Dust Corp., Jersey City, N. J., Oct. 25, 1926. Claims use since Feb. 1, 1926.

**Fly-Sol**—This in black letters describing insecticides. Filed by Blackstone Mfg. Co., Newark, N. J., Dec. 15, 1926. Claims use since Dec. 11, 1926.

**Equator**—This in black letters describing soap. Filed by J. B. Williams Co., Glastonbury, Conn., Dec. 20, 1926. Claims use since Dec. 10, 1926.

**Zolgon**—This in outline letters describing soap in paste form. Filed by Woodward Soap Products Co., Duluth, Minn., Dec. 20, 1926. Claims use since Dec. 1, 1926.

**White Wave**—This in black letters describing washing powder. Filed by the White Wave Co., Dowagiac, Mich., Nov. 14, 1925. Claims use since Nov. 5, 1925.

**Azuloro**—This in black letters describing soaps. Filed by Naamlouze Vennootschap

International Perfumery Co., Amsterdam, Netherlands, Oct. 12, 1926. Claims use since Jan. 1, 1926.

**Shu-Milk**—This on a fancy white background with a shoe at the bottom and then all this is on a striped background describing shoe cleanser, dressing and polish. Filed by Shu-Milk Products Corp., Newark, N. J., Oct. 21, 1926. Claims use since Nov. 15, 1918.

**Mayfair Tudor Rose**—This in black letters describing soaps. Filed by John Wanamaker, Philadelphia, Pa., Dec. 1, 1926. Claims use since Sept. 18, 1926.

**Rotosan**—This in black letters describing chemical substances in solid form for hygienic purposes, such as deodorizing, disinfecting, etc. Filed by W. & F. Walker, Ltd., Liverpool, Eng., Nov. 30, 1926. Claims use since June 25, 1925.

**Healthglow**—This in black letters below the head of a woman describing toilet soap. Filed by James S. Kirk & Co., Chicago, Ill., Dec. 4, 1926. Claims use since April 8, 1912.

**Arrows**—Two, pointing toward each other describing soap. Filed by James S. Kirk & Co., Chicago, Dec. 4, 1926. Claims use since April 19, 1920.

**Kleen-Flus**—This in outline letters describing toilet cleanser and deodorizer. Filed by Kleen-Flush Products Co., Los Angeles, Calif., Dec. 8, 1926. Claims use since May 10, 1923.

**Go-West**—This in black letters describing insecticide. Filed by M. J. Forsell & Co., Seattle, Wash., Dec. 14, 1926. Claims use since July 1, 1925.

**Persol**—This in black letters describing textile oil. Filed by Perkins Soap Co., Springfield, Mass., Dec. 29, 1926. Claims use since Oct. 2, 1924.

**Trisol-Voil**—This in black letters describing textile oil. Filed by Perkins Soap Co., Springfield, Mass., Dec. 29, 1926. Claims use since May 2, 1924.

**Delvoil**—This in black letters describing textile oil. Filed by Perkins Soap Co., Springfield, Mass., Dec. 29, 1926. Claims use since Jan. 2, 1925.

**XTERM-X**—This on a black background describing insect exterminator. Filed by Exterm-X Fumigators, Chicago, Ill., April 17, 1926. Claims use since Aug. 16, 1925.

**Join The Health Squad**—This in black letters describing insecticides, deodorants, and disinfectants. Filed by Standard Oil Co., Bayonne, N. J., Sept. 16, 1926. Claims use since Dec. 17, 1925.

**Tidy Tim**—This in black letters over the

picture of a boy describing cleaning compounds for use generally as a dry cleaner for fabrics, kid gloves, etc. Filed by New Way Mfg. Co., St. Paul, Minn., Nov. 15, 1926. Claims use since Sept. 30, 1926.

**Windy**—This in black letters describing soap. Filed by William Carson Black, Lexington, Ky., Dec. 17, 1926. Claims use since April 18, 1924.

**Li**—This in black letters describing soaps and soap creams and powders for shaving. Filed by Dr. M. Albersheim, Frankfurt-on-the-Main, Germany, Dec. 23, 1926. Claims use since Oct. 1, 1925.

**Brightstone**—This in black letters describing polishes. Filed by Savell, Sayre & Co., Inc., Niagara Falls, N. Y., Jan. 3, 1927. Claims use since Dec. 15, 1926.

**Larvamouth**—This in black letters describing insecticides, namely, moth preventive and eradicator. Filed by Commercial Disinfecting Co., Los Angeles, Calif., Jan. 14, 1927. Claims use since Feb. 2, 1926.

## Trade-Marks Granted

**223,124**—Shoe polish. Robert L. Tudor, Buffalo, N. Y. Filed September 22, 1926. Serial No. 237,576. Published November 2, 1926.

**223,133**—Cleaning preparation. Continental Chemical Corporation of Illinois, Waukegan, Ill. Filed August 25, 1926. Serial No. 236,414. Published November 2, 1926.

**223,155**—Shoe cleaning and polishing preparations. Barton Manufacturing Company, St. Louis, Mo. Filed August 19, 1926. Serial No. 236,155. Published November 2, 1926.

**223,177**—Toilet and bath soap. The Procter & Gamble Company, Cincinnati, Ohio. Filed September 16, 1926. Serial No. 237,332. Published November 2, 1926.

**223,180**—Pulverulent soap compound. Shur-Kleen Products Co., Findlay, Ohio. Filed September 14, 1926. Serial No. 237,249. Published November 2, 1926.

**223,183**—Shampoo preparation. Rosa O. Aaberg, Glenwood, Iowa. Filed September 14, 1926. Serial No. 237,213. Published November 2, 1926.

**223,194**—Soap. The Fischer Soap and Oil Company, Cincinnati, Ohio. Filed September 9, 1926. Serial No. 237,020. Published November 2, 1926.

**223,216**—Shoe cleaning and polishing preparations. Barton Manufacturing Com-

(Continued on Page 81)

# COAL TAR DISINFECTANTS

CRESOL COMPOUNDS

CRESYLIC ACID

ALL PRODUCTS TESTED AND GUARANTEED  
PROMPT SERVICE ASSURED TO ALL ORDERS



## BAIRD & McGUIRE, INC.

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*Warehouse Stocks at*

New York City

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San Francisco

Say you saw it in SOAP!





# INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association*. Harry W. Cole, Holbrook, Mass., Secretary.

## I. & D. M. A. Meeting May 16 in Chicago

THE annual so-called mid-summer meeting of the Insecticide & Disinfectant Manufacturers Association will be held this year in Chicago on May 16, 17 and 18 at the Edgewater Beach Hotel. This is the first time that the meeting has been scheduled for the Middle West, most previous summer meetings, in recent years at least, having been held at the Chateau Frontenac in Quebec. The change in location was decided upon at the last annual meeting in New York in December in order to facilitate the attendance of manufacturers in the Middle West. The Chicago meeting decided as a general policy to hold the December convention in New York each year and the summer meeting at some point in the Middle West.

The past custom has been to hold the summer meeting in June, but owing to the fact that a number of the prominent members of the Association expect to attend the meeting of the Rotary International at Ostend in June, this year's gathering was put forward to May. This year, a general invitation will be extended to disinfectant and insecticide manufacturers to attend the sessions of the meeting, especially those manufacturers in the Middle West. In all probability, morning sessions will be taken up with discussions on problems of the industry and afternoon activities will be left optional for the membership to decide. Few formal addresses or technical papers will be heard at the Chicago gathering, open discussion being planned for most problems. Complete details of the plans will be given in the April issue of SOAP. Preliminary arrangements were completed at a meeting of the Board of Governors, held at the Old Colony Club, New York, on March 3rd. At the same meeting, the Pyramid Chemical Co. of Pensacola, Fla. was elected to active membership.

Information regarding derris root as an ingredient of proprietary insecticides, forming

the conclusions reached by several investigators and the Ministry of Agriculture and Industries of Great Britain, is now available in the files of the Chemical Division of the Department of Commerce, Washington, and will be supplied to interested firms on request.

### Pyrethrum Growing in England

Pyrethrum cultivation is being conducted in England on an experimental scale, according to the *Pharmaceutical Journal*, London. Work is being done to see if a grade of insect flowers can be produced which will not lose their toxic properties upon being stored exposed to air. Although Japan and Dalmatia supply the bulk of the world's supply of insect flowers, attempts have been made to grow the plant in Western Europe, and now pyrethrum is being produced on a commercial scale in France and Switzerland, as well as in North Africa. The fact that it can be successfully grown as far north as Paris has suggested that trials should be made in England, and it was decided to test the crop at a number of stations throughout the southern half of the country. At the present moment there are plots at the Royal Botanic Gardens, Kew; the Royal Horticultural Society, Wisley; South-Eastern Agricultural College, Wye, Kent; Lewes, Reading, Bristol, Aberystwyth, Wisbech, and at the Plant Pathological Laboratory, Harpenden. The first results are unexpectedly hopeful; the product is at least of fair average quality when compared with commercial samples.

G. H. Wood & Co., Toronto, Canada, has recently been chartered for \$100,000. The firm manufactures liquid soaps, disinfectants, household insecticides, etc., and has grown rapidly during the past five years. They are now stated to be the largest manufacturers of liquid soaps in Canada. G. H. Wood, president and general manager, is well known throughout the disinfectant and liquid soap industries.

## Dismiss Premium Complaints

Complaints against the American Disinfecting Co., Sedalia, Mo., Worrell Manufacturing Co., St. Louis, and the Chemo Co., Buffalo, N. Y., all makers of disinfectants and household insecticides, have been dismissed by the Federal Trade Commission. All three concerns have subscribed to the resolutions adopted at the trade practice conference, held Nov. 10 at Indianapolis. The complaints charged these companies with giving premiums to purchasing agents and administrative officers as inducements to purchase their products. Commissioner Myers dissented from each of the three dismissal orders.

## English Rat Damage \$75,000,000

It has been estimated that rats do damage amounting to \$75,000,000 annually, in the British Isles, according to a bulletin recently prepared by Trade Commissioner Homer S. Fox, London. A number of preparations, for exterminating rodents, are being manufactured locally, but it is believed that a market for American made materials exists and can be built up through proper introduction and advertising. Two principal types of exterminators are used—those having poison as their active principle and the virus type. Retailers say that the latter sell more readily. Since rat poisons are generally sold through drug stores, wholesale druggists are recommended as distributors. There are several such firms which cover the entire country, so only one agent should be necessary.

The National Can Co., Boston, were recently admitted to associate membership in the Insecticide & Disinfectant Manufacturers Association and will be represented by David Stern, treasurer and general manager. Baird & McGuire, Inc. of St. Louis, Missouri, have been elected to active membership and will be represented by James Varley, vice-president. This latter firm is a subsidiary of Baird & McGuire, Inc., Holbrook, Mass.

Disinfectants and similar products, to be sold in Spain, will be closely examined and analyzed in a special laboratory for the purpose, recently established in that country, according to recent reports.

Fumigating pastilles made from sulfur 80 parts, paraformaldehyde 10 parts, charcoal 5 parts and potassium nitrate 5 parts have been patented in England.

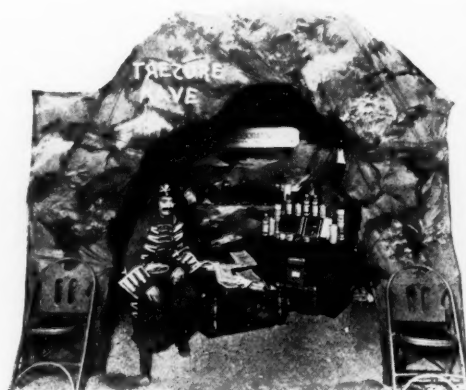
## Pirate Guards Disinfectant Cave

A view of the unusual and novel booth of the Huntington Laboratories, Huntington, Ind., at



J. L. BRENN

the National School Supply Convention held the middle of February at the Sherman Hotel, Chicago, is shown herewith. Prior to putting on the exhibit, a great deal of interest was worked up by circularizing trade with treasure hunt maps, etc. to tie up with the treasure cave exhibit. Samples of Huntington products were distributed. The one-legged pirate had in reality only one leg. He was secured by Ben Alexander through the medium of the Salvation Army and, like most pirates demanded handsome dividends for his



efforts. J. L. Brenn, general manager of the Huntington Laboratories, who was recently chosen president of the company by the Board of Directors, with Mr. Alexander, attended the booth at the Convention with the help of their pirate assistant.

Whether certain colors or dyes render woolen cloth impervious to the attacks of moths, is now under investigation of the Quartermaster General of the Army. This is being undertaken with the co-operation of the Bureau of Entomology, and the Navy Department.

# Disinfectants from the Government View

## *A Discussion of Their Testing and the Attitude of the Government Under the Food and Drugs Act*

By DR. G. F. REDDISH of the Bureau of Chemistry

(Before the 13th Annual Meeting, Insecticide & Disinfectant Manufacturers Association.)

**D**URING the past two years, the author, in two publications in the Journal of the American Public Health Association (1 and 2), has suggested the use of various representative pathogens as test organisms for examining germicides. The pathogenic microorganisms considered advisable for this purpose are *B. typhosus*, *M. aureus*, *B. diphtheriae*, *Strep. hemolyticus*, the pneumococcus, and *B. tuberculosis*. By using these organisms, the efficiency of germicidal agents can be determined more accurately and guesswork eliminated to a very large degree. This is considered a definite step in advance and will give a much clearer understanding of the germicidal properties of disinfectants and antiseptics than is possible by the older methods.

The two most common procedures for examining disinfectants and antiseptics in use at the present time are the Rideal-Walker and the Hygienic Laboratory methods. The principle on which these methods are based, is the most satisfactory of the various procedures proposed during the past twenty years. The Hygienic Laboratory test, as a matter of fact, is but a modification of the original Rideal-Walker method. Both tests are still being used for testing the efficiency of germicidal substances.

After years of experience with these tests, it has been found advisable and even necessary to make such modifications as will give constant, consistent results with the minimum amount of labor and materials. We—(Dr. L. P. Shippen, former bacteriologist for the Insecticide and Fungicide Board devised the modified method outlined here for *B. typhosus* phenol coefficient and the *Staph. aureus* phenol coefficient; the author has made minor changes in these methods)—have, therefore, devised a method which retains the best features of the Rideal-Walker and the Hygienic Laboratory methods and in which the worst features of these tests are eliminated. The reasons for making these changes are given in full by the

author in the report of the referee on the standardization of disinfectants given at the fifty-fifth annual meeting of the American Public Health Association, October 1926. This report will be published in full in an early issue of the Journal of the American Public Health Association.

The referee at this time proposed this modified method to the Laboratory Section of the American Public Health Association and it was approved by the Standard Methods Committee. At the end of a year, if there is no serious objection from the Laboratory Section, this method will be adopted as standard method for testing disinfectants by the Association.

### *Testing General Disinfectants*

In determining the efficiency of a disinfectant for general use, we consider it necessary to use test organisms representative of the more common pathogenics. Since *B. typhosus* is a fair representative of the groups of intestinal pathogens and since it has been used as a test organism in disinfectant testing for many years, an outline of the procedure with this organism will be given first.

*B. typhosus* is grown in 10 cc plain broth (made with Leibig's beef extract and Armour's peptone), adjusted to pH .6 to 6.8 and transfers are made every 24 hours for at least 3 consecutive days. Five-tenths cubic centimeter of this culture is then added to 5 cc of diluted disinfectant at 20 degrees C. At the end of 5, 10 and 15 minute intervals, transfer is made from the medication tubes (mixture of culture and disinfectant) into fresh tubes of plain broth. These subculture tubes are then incubated at 37 degrees C. (body temperature) for 48 hours when results of growth or no growth are noted. Only one phenol control, a 1-90 dilution, is necessary. When the *B. typhosus* culture is grown under optimum conditions, it is killed by 1-90 phenol in 15 minutes, and usu-

## About Pine Oil Disinfectants

Recent findings of the Insecticide and Fungicide Board of the U. S. Department of Agriculture indicate a much wider field for the use of pine oil disinfectants and a large increase in their sales. Research by the Board has shown greater effectiveness against germ life and in a field much broader than previously accepted. The result will be a marked expansion in the demand for this type of disinfectants.

Yarmor Steam-Distilled Pine Oil is being sold to disinfectant manufacturers in steadily increasing quantities. The quality is uniform and the supply is dependable.

Let us send you a test sample  
to determine and prove its worth.

### **HERCULES POWDER COMPANY** (INCORPORATED)

961 Market Street, Wilmington, Delaware

*Largest producers of pine oil and wood rosin in the world*

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Wilmington, Delaware

Please send me a test sample of Hercules Yarmor Pine Oil.

Name .....

Company .....

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ally in 10 minutes, but not in 5 minutes at 20 degrees C. When a phenol coefficient is desired, it can be calculated by dividing the dilution of disinfectant or antiseptic which kills the test organisms in 10 minutes, but not in 5 minutes, by the dilution of phenol accomplishing the same result.

I would like to say here that having only one phenol control has been proved practicable in a fairly representative series of comparative experiments. I had five or six laboratories cooperating on *micrococcus aureus* and incidentally some cooperation with *B. typhosus* and I have got reports showing that in the media we recommend that the hydronite concentrations be specified, that you do get a constant *B. typhosus* culture and I will say without any qualifications that the two and one-half years that I have done disinfectants every day, my typhoid culture is not killed by one to 90 phenol in five minutes at twenty degrees Centigrade. I am quite sure that some laboratory workers might take that just a little bit skeptically. The one exception I did have was when my laboratory man got hold of the wrong thing

#### *Phenol Control Varies With Organism*

When other pathogens are substituted for *B. typhosus*, the procedure employed is essentially the same as that outlined above, except that different media must be used for the different test organisms. The phenol control used will also vary with the organism used. This technique can be used with all the pathogens suggested with the exception of the tubercle bacillus. In this case animals must be used and the germicide to be tested is added to infected sputum instead of cultures of the organism.

In the testing of antiseptics only *B. typhosus* and *M. aureus* are used as test organisms at the present time. *B. typhosus* is used because it represents the weaker class of test organism, and *M. aureus* because this is the pathogen it is desired to kill in the ordinary use of this type of germicide. In judging the efficiency of antiseptics in a regulatory sense, the ability to kill *M. aureus* in the dilutions specified for use is the criterion employed.

In other words, we use *B. typhosus* in an academic sense because we use it as a criterion with which to judge the efficiency of the antiseptic. We find even if it does not kill *B. typhosus*, it is of interest to us from the standpoint of interpreting our results.

Disinfectants and antiseptics come under the provisions of both the Insecticide and Fungicide Act and the Federal Food and Drugs Act. In the interests of economical administration,

however, disinfectants are handled entirely under the Insecticide Act by the Insecticide and Fungicide Board and antiseptics and germicides used about the person, such as antiseptics and germicides for the skin, or antiseptics and germicides used for the nose and throat, are handled by Drug Control, a unit of the Bureau of Chemistry under the provisions of the Federal Food and Drugs Act.

#### *Bureau of Chemistry Policy*

It will not be out of place in concluding this paper to outline the policy of the Bureau of Chemistry in applying the terms of the Food and Drugs Act to personal antiseptics brought within its jurisdiction by the Law. Dr. Dunbar of the Bureau of Chemistry has asked me to explain that there is no such thing as the Board of Drug Control. You see quite often reference made to the Board of Drug Control of the Bureau of Chemistry and there is no such animal. The division that has to do with the control of drugs is called Drug Control of the Bureau of Chemistry. Antiseptics come under this division.

You notice I have not gone into the matter of disinfectant testing because this will be given in detail in an early publication, but I would like to favor the Bureau of Chemistry by giving their policy on the antiseptics. I am authorized to give this.

The word 'drug', as defined by Section 5 of the Federal Food and Drugs Act includes 'all medicines and preparations recognized in the United States Pharmacopoeia or National Formulary for internal or external use, and any substance or mixture of substances intended for the cure, mitigation or prevention of disease of either man or other animals'. The act prohibits in the labeling of a drug manufactured or shipped within its jurisdiction, any statement, design or device regarding the article or the ingredients or substances contained therein which is false or misleading in any particular, or any false and fraudulent therapeutic representations. A preparation is misbranded under the law if its labeling bears promises of benefit which, as a matter of fact, it cannot be reasonably depended upon to effect. Antiseptics are used for the cure, mitigation or prevention of disease in man or other animals. They are, consequently, subject to regulation and control under the Food and Drugs Act. This will be interesting to you here, I am sure, because many disinfectants are also recommended for antiseptics and special dilutions are made for use as antiseptics. Therefore, this ruling and this discussion will have a bearing

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*Use them in perfuming and coloring your  
Deodorizing Blocks and other similar products.*

## SERIES B.S. 1 SPECIAL

Aroma des Fleurs (Blue)  
Carnation (Pink)  
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French Bouquet (Green)

Jasmin (Yellow)  
Lavender (Lavender)  
Lilac (Lilac)  
Lily Valley (Light Green)  
Myls (Red)

Narcisse (Yellow)  
Orange Blossom (Orange)  
Pine (Green)  
Rose (Old Rose)  
Violet (Violet)

## SERIES B.S. 2 SPECIAL

Crabapple (Pink)  
Lavender (Lavender)  
Lilac (Lilac)

Oriental (Green)  
Rose (Old Rose)  
Violet (Violet)

Eau de Cologne (Green)  
Narcissus (Yellow)  
Orange Blossom (Orange)

**E**LKO COLORODORS are highly concentrated combined perfume and color bases. They are available in these two series, especially developed for use in deodorizing blocks and in other paradichlorbenzene specialties. They are priced within range of all manufacturers of these products. All items in Series B.S. No. 1 Special cost \$5.00 per pint—\$36.00 per gallon. Colorodors in the second series are priced at \$2.50 a pint and \$18.00 a gallon.

These Colorodors color and perfume your material in one simple mixing operation. They produce a bright lustre and uniform color, the perfume being of a very pleasing quality and capable of assisting materially in building your business.

The perfume strength is such that only one pint of either series is required to lend odor and color to 100 pounds of paradichlorbenzene. Colorodors are therefore more economical to use than other similar products which sell for less, but which must be used in considerably greater quantities.

*Samples, together with complete information  
regarding manufacturing methods on request to*

# E. M. LANING COMPANY

78-80 GREENWICH STREET - - NEW YORK, N. Y.

Aromatic Chemicals. Essential  
Oils. and Perfuming Spe-  
cialties of all kinds.



For Manufacturers of Soaps,  
Disinfectants, Theatre Sprays,  
Fly Sprays and Allied Products.

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on disinfectants as such which are recommended for use as antiseptics.

### *Meaning of Term Antiseptic*

Current definitions of the word 'antiseptic' include two meanings: one, which is used in a restricted technical sense, indicates inhibition of germ growth; the other, which is the popular conception, implies germ destruction. A judicial decision, made under the Food and Drugs Act, states 'Language used in the label is to be given the meaning ordinarily conveyed by it to those to whom it was addressed'.

I will say that I have made a very exhaustive study of the use of the word antiseptic in the medical literature and in the popular use of the word by the layman and I speak confidently and without any qualification in giving these two definitions. Where the term inhibition is involved, it is in food preservation primarily or the preservation of any organic substances. It has a technical meaning, I will admit, in bacteriological textbooks, but that, of course, comes in the limited technical sense so I will leave that. I am satisfied that we can make this distinction very clear without any further discussion.

In order to be effective for the cure, mitigation or prevention of disease, antiseptics must render innocuous the pathogenic microorganisms causing the diseases against which these preparations are used. The Bureau of Chemistry, therefore, holds that the term 'antiseptic', when used on the labeling of medicinal products, is objectionable unless the preparation, when used as directed, will actually accomplish this result. To the public an 'antiseptic' remedy means one that acts against sepsis, i.e., prevents the condition as much as possible. The purchaser should therefore be given full benefit of the wider meaning, since if this be not done, a false feeling of security is induced and possibly valuable time wasted in using a product which has not positive germicidal effect. This is especially true of those antiseptics which are in such brief contact and so subject to immediate dilution that if the effect produced involves only inhibition, the action on microorganisms is inconsequential. Antiseptics as sold to the public and medical profession are expected by them to kill disease germs. It is very important that antiseptics actually conform to these specifications for they are depended on to accomplish certain very important tasks which in some instances constitute a matter of life or death.

Manufacturers of antiseptics and disinfectants, therefore, are expected to specify on their labels only such dilutions of their product as

will actually kill those pathogenic microorganisms against which these preparations are recommended for use in a period of time comparable with that during which the products would act when used in accordance with the manufacturers' directions.

### **Disinfectants and Florida Disaster**

The part which disinfectants played in preventing an expected epidemic of disease following the Florida disaster last year, is described in a letter of Mar. 1 to SOAP from C. Campbell Baird, of the Insecticide and Disinfectant Manufacturers Association. He says:

"Following the recent disaster in Florida, it was generally feared that an epidemic of disease would result, due to the breakdown of the sewerage system, lack of water, and decaying matter which was thrown up from the sea. Being interested in learning what measures had been taken to ward off pestilence, I wrote to the officials of the city of Miami for such information as they cared to give, and I believe the reply of the Purchasing Agent, quoted below, would be found of interest and profit to many of your readers.

"Answering your letter of January 4th, coal tar, or black disinfectant products were used in dilution of 1 to 20 in every phase of sanitary control during the Hurricane period by covering debris, marshes, stagnant water accumulations, emergency open toilets and at points where disrupted plumbing was evident. One hundred drums of fifty gallons each were placed at strategic points. Throughout the City placards were placed over these containers, advising the Public of the free distribution of these products in urging their use. These coal tar products in combination with a generous supply of sunshine, was believed to have been responsible for the failure of predicted disease in epidemic form to materialize."

"It seems evident from the above that the proper use of disinfectants was responsible for preventing disease after the storm, and is in line with what I have learned of the measures taken by the Cuban Government around the same time, to protect the health and lives of their citizens."

Benjamin Alexander, sales manager of the Huntington Laboratories, Huntington, Ind., returned to Chicago early this month after a trip of several weeks through the Southern States with Mrs. Alexander.

## Standardize Your Deodorizing Block Holders

THE new *Standard* wall fixture is now offered to manufacturers of paradichlorbenzene block and crystal deodorants in two standardized sizes: No. 1 for half-pound block for home use, show cases, small lavatories, etc. Five inches high by  $2\frac{1}{2}$  wide and  $1\frac{3}{4}$  deep; No. 2 for two to four pound block or equivalent in crystals for general hotel, office building, etc. lavatory use. Ten inches high by 4 wide and  $2\frac{1}{2}$  deep.

Available in either size in the following finishes in lots of one thousand or more: japanned in black, battleship grey, blue, yellow; also oxidized copper, nickel.

Both sizes can take perfumed crystals as well as blocks. Strong, durable, neat. Quickly refilled. Name plate attached without charge. Small holder made to hang on hook in clothes closet, etc.



—: o :—

*Standardize on these STANDARD deodorizing block holders and reduce your costs by eliminating expensive dies.*

—: o :—

*Write us for further particulars and prices.*

**STANDARD PUNCH & DIE WORKS**

3 Park Row, New York

*Also manufacturers of special styles and sizes of deodorizing block holders, special dies, tools, etc. at minimum cost.*

Say you saw it in SOAP!

## Pending State Legislation

The following bills were pending in various state legislatures on March 1, according to *Standard Remedies*, a number of which may affect manufacturers of soaps, disinfectants and insecticides. The Insecticide and Disinfectant Manufacturers Association has had most objectionable features removed from caustic acid bills. The following are not believed by the Association to be of a serious character.

Alabama Senate Bill 106, with a companion bill, House Bill 176, is the ordinary form of caustic acid bill. The House Bill has already passed the house.

Arizona Senate Bill No. 36, introduced by Mr. Bettwy is a caustic acid bill defining dangerous caustic or corrosive substances, defining misbranding, etc. This seems to be the ordinary form of Caustic Acid bill.

In the Delaware Legislature Mr. Weasey has introduced in the Senate the ordinary form of bill relating to caustic and corrosive alkalies.

Kansas House Bill 18, re: Caustic Acids has passed the Senate, having previously passed the House. In the Kansas Legislature Mr. Lindsley has introduced House Bill 18, which is the ordinary form of bill relating to caustic and corrosive alkalies. Kansas House Bill No. 86, introduced by Mr. Potter, is a bill requiring that poisons be kept for sale or sold only in specially designed bottles which shall be blown so as to have depressions in the surface, containing the letters spelling the word "Poison", said depressions to be filled with an illuminating substance, making them visible in the dark, said luminous substance to be insoluble. The skull and crossbones are also to be blown in the bottle which it is required shall also have sharp points covering the whole surface of the bottle. Such bottles are to be used wherever a product contains a "sufficient amount of poison to be dangerous to human life if taken internally."

Massachusetts House Bill No. 225, which will be referred to the Committee on Public Health, is a bill affecting the labeling of "dangerous caustic or corrosive substances" designed for household use.

The bill provides that such article must be labeled—(a) The name of the article; (b) The name and place of business of the manufacturer, packer, seller or distributor; (c) The word "Poison" on a clear background of a distinctly contrasting color, in not smaller than eighteen point, full face, gothic capital letters; (d) Directions for treatment in case of accidental personal injury from the use of the substance.

It is provided that household products for cleaning and washing purposes, subject to this section, and labeled in accordance therewith may be sold by any dealer, wholesale or retail.

In the Missouri Legislature House Bill 29 relates to the sale of coal tar products or products of coal tar origin. Senator Buford of Ellington, Reynolds County, has introduced Senate Bill 241, a formula revelation bill. This bill provides that before any proprietary, patented or trade marked drug, chemical or medicine, or combination of drugs, chemicals or medicines, whether labeled for self-administration or not, shall be offered for sale in the State of Missouri, the formula of the same must have been filed with the Secretary of

the State Board of Health, and shall have upon its label and wrapper the statement: "Formula filed with Secretary of the Missouri State Board of Health." This does not apply to U. S. P. or N. F. preparations bearing a statement on the label or container that they are U. S. P. or N. F. In the Senate of the Missouri Legislature Senator Buford, an Attorney from Ellington, has introduced a coal tar products bill, identical with House Bill No. 29.

In the New Hampshire Legislature, House Bill 117, which has been referred to the Committee on Public Health, is a bill relating to certain chemicals for household use. The bill relates to household ammonia or any chlorinated form of bleaching fluid. This bill has already passed the house. In the New Hampshire Legislature Dr. Drake has introduced House Bill 143, which is the model cosmetic bill which was introduced in Massachusetts, except that it does not contain the advertising provision in the misbranding section.

In the Assembly of the State of New York Mr. Doyle has introduced Assembly Int. No. 600, relating to cosmetics, which bill has been referred to the Agricultural Committee, as it is an amendment to the Agriculture and Markets Law. This cosmetic bill is entirely different in form from those introduced in Massachusetts and New Hampshire, it affects cosmetics, hair dyes, hair tonics, face bleaches, face creams, face powder, rouge, mouth washes, toilet waters, or depilatories, and requires certain statements upon the label, including ingredients used, but not quantitatively.

New Mexico House Bill 122, which has been referred to the Committee on Taxation and Revenue, declares that after July 1st, 1927, there shall be levied and collected a tax of 10 per cent. on paid admissions to moving picture theatres, public dances and public entertainments, and upon the sales of all cosmetics, perfumes, cigarettes, cigars, snuff, smoking tobacco, chewing tobacco, chewing gum, sodas and soft drinks of all kinds. This bill does not define a cosmetic nor does it expressly state how this tax is to be collected, except that the State School Superintendent is directed to collect it and for that purpose is authorized to expend 5 per cent. of the amount collected, or so much thereof as may be necessary.

West Virginia House Bill 533 is a caustic acid bill containing the ordinary definitions.

In the Wisconsin Assembly, Representative Helen Thompson has introduced a bill which would levy a tax upon all cigarettes and cosmetic preparations, such tax to be ten per cent. of the ordinary retail price and to be paid through the stamp tax system.

\*\*\*

Insect proofing of woolen fabrics is accomplished, according to English patent No. 247,242, by treatment with cerium stearate, thorium oleate, titanium abietate or other similar compound such as fatty acid salt of uranium, zirconium, tellurium, or above mentioned elements.

\*\*\*

The "Eulan" process, insofar as the British Isles are concerned for moth-proofing furs, has been acquired by Swears & Wells, London. "Eulan," a colorless, odorless preparation, was developed by Friedr. Bayer & Co., Germany.

Trade Mark

**HEX**

Reg. U. S. Pat. Off.

**TAR ACID OIL****Chilled - Filtered and Pressed - No Sediment**

Makes up a milk white emulsion with a good odor.

No waste—cheapest in the long run

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**LIQUA-SAN**

Concentrated Liquid

Soaps . . . .

Scrubbing Compounds

Rex Pine Scrub Soap

Rex Crystals

Clogged Drain Opener

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Liquid Waxes

*Laboratory Products*

**H**ERE are products that *sell* because they *serve better*. The Laboratory Method of manufacture we have adopted assures absolute uniformity and standard quality, yet our prices are right in line.

You can depend on a good product, good service, right price and fair treatment—plus a product that has genuine salability because of unusual merit. Let us quote on your requirements and send samples.

*Wholesale Department*

**HUNTINGTON LABORATORIES, Inc.**  
HUNTINGTON, IND.

Say you saw it in SOAP!

## Chemical Show Opens Sept. 26

Importers of chemicals, chemical equipment and allied products will exhibit their products and machinery at the Chemical Industries Exposition for the first time, at the next show, scheduled for Sept. 26 to Oct. 1, inclusive, at Grand Central Palace, New York. This should prove a worth while innovation and should add materially to the value of the exhibit. This much was decided at a recent meeting of the advisory board. At the same time Wednesday evening, Sept. 27, was announced as the date chosen for the annual American Chemical Industries Banquet, conducted by the Salesmen's Association of the American Chemical Industry, which has been a feature of the exposition week for several years. The date has been announced early in order to enable the various societies, which hold meetings during the week of the chemical show, to plan non-conflicting programs.

Prominent among the features will be the various geographical exhibits divided as follows:—The Southern Section, by States and railroads, to show the raw materials and opportunities of the Southern States; the Canadian Section, by Provinces and railroads, to show the raw materials of Canada suitable for industrial development; the Container Section, exhibiting containers used in industry, with machinery for packaging, bottling, and labeling; a Laboratory Supply and Equipment Section. The sectional exhibits will be supplemented by displays of chemical products, machinery used in manufacture and development, dyes and fine chemicals, as well as instruments of precision, unit processes developed and in operation.

Herbert R. McIlvaine, head of McIlvaine Bros., Philadelphia crude drug house, has been elected president of the Philadelphia Drug Exchange. Alex. C. Ferguson, Jr., has been appointed chairman of the heavy chemicals committee and John F. Pound heads the volatile oils committee.

Brooklyn's 1927 clean up and paint up campaign will run from May 8 to 21, according to advices from the secretary of the Chamber of Commerce's "Cleaner Brooklyn Committee," Miss Marguerite A. Salomon. Dr. Eliza M. Mosher is chairman of the committee.

Information about steam distilled pine oil is contained in a booklet recently issued by the General Naval Stores Co., Cincinnati. Copies may be obtained on request.

# **BIG REASONS** **Why You** **Should buy** **Lowell** **Quality Sprayers**

Each reason constitutes a real factor influencing the sale of your product—each is an indispensable element to a 100% satisfactory sprayer purchase. Lowell alone offers them all—

- 1** **FINEST QUALITY**—For more than a quarter of a century Lowell Sprayers have been the standard of quality.
- 2** **PERFECT EFFICIENCY**—Every sprayer made in our plant whether for our own line or one of our many insecticide customers is *double tested* for efficiency and workmanship.
- 3** **LOWEST PRICES**—Highly specialized automatic machinery has cut our manufacturing cost to rock bottom. Huge volume production permits a very small margin of profit per sprayer.
- 4** **ABSOLUTE RELIABILITY IN THE EXECUTION OF SHIPPING ORDERS**—Our production is always carefully scheduled so we can make deliveries exactly when stipulated.
- 5** **WELL KNOWN**—Lowell Sprayers are advertised to your trade and well known as the finest in sprayers.

**DON'T ORDER UNTIL YOU  
HAVE LOWELL'S PROPOSITION**

**LOWELL SPECIALTY CO.**  
**LOWELL** **MICHIGAN**

*Perfumes for*

## INSECTICIDES and DISINFECTANTS

Our laboratories, after conducting a thorough research with the above products, have finally perfected a series of perfume oils which will not only overcome the heavy and pungent odor of the chemical constituents in these two bodies, but will also impart a fragrant note to the finished material.

The minimum cost of these perfume products enables us to offer them at exceedingly attractive figures.

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*Exclusive Agents for the United States and Canada for:*

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## Paradichlorbenzene

Specially prepared for

## Moth Preventatives

and

## Deodorizing Blocks

*For Immediate Shipment in  
200, 100 or 50 Pound Barrels*

**Write Us For Prices**

## HOOKER ELECTRO CHEMICAL CO.

*Sales Offices*  
25 PINE STREET  
New York City

*Works*  
NIAGARA FALLS  
New York

**Say you saw it in SOAP!**



### Personal Hygiene in Business

The following short article on hygiene in business recently appeared in several Canadian magazines. It was written by G. H. Wood, president of G. H. Wood & Co., Toronto. "Community towels and community soap-bars are an abomination. They are unsavoury relics of an unenlightened past, and as misery is popularly supposed to love company, we generally find that these middle-age atrocities are accompanied by that most insidious of all germ-spreaders, the community drinking cup. They are truly an ignoble company, and it requires only an elemental grasp of the fundamentals of sanitation to visualize their immense capacity for the creation and dissemination of disease and filth. Most of us have gone through the unpleasant experience of being forced to use either one or the other of these articles, and the experience, if not illuminating, has always the advantage of providing a valuable object lesson on one of the most obvious short-comings in an otherwise highly developed hygienic era. It is difficult to reconcile our advanced knowledge on matters affecting industrial health with the obsolete toilet accessories that are at the present time in use in many American industrial plants.

The "sickness hazard" is one of the manufacturer's most important problems. Skilled operators and mechanics cannot be even temporarily replaced without some disruption of the plant's output, and the plant executive who leaves no stone unturned that will safe-guard the health of his employees, is amply repaid by a marked diminution of the "absent through illness" roster. Apart from healthy, well-heated, and well-lighted working surroundings, there is nothing quite so stimulating and thoroughly bracing as adequate washing facilities, that will not only permit the cleanly employee to keep up to the standard, but will encourage all and sundry to keep clean and healthy. It is a well-recognized fact that the neat appearing, well groomed employee is usually the best worker. Dirt is the antithesis of efficiency, both in a personal sense and in environment. The employer of labor who is looking at all times for maximum production, can do much in the right direction by the judicious installation of toilet requisites that will add to the comfort and well-being of his employees."

Insect flower importations totaled 9,852,850 pounds, in 1926, valued at \$1,219,365. In ton-

## INSECT POWCO POWDER

REG. U.S. PAT. OFF.

*We handle PYRETHRUM exclusively.  
Therefore we are true Specialists.*

**POWCO BRAND Insect Powder is your assurance of definite and consistent quality. Why take a chance?**

**JOHN POWELL & CO., INC. 12 WATER ST., NEW YORK**



Portable Mixer  
¼ to 5 H. P.

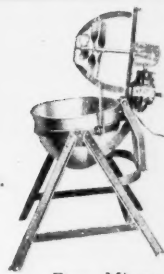


### PORTABLE ELECTRIC MIXERS

bottle fillers—pumps—paste mixers—fillers—filter tanks—glass lined tanks, etc.

**Are used daily by thousands of firms**

*Write for complete catalogue of liquid  
handling machines and lowest prices.*



Paste Mixer  
Lowest Priced

**ALSOP ENGINEERING CO., 47 W. 63rd St., N. Y. C.**



Mills and Warehouses  
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## Hopkins Crow Brand INSECT POWDER

Made from analyzed closed  
Dalmatian Insect Flowers.

We import and mill this one  
grade exclusively—the best.

*Always higher in quality than in price*

### J. L. Hopkins & Co.

135 William Street

New York

## CRESYLIC ACID

All Grades

*Cresol U. S. P.*

*Cresol Compound*

*Tar Acid Oils*

For  
Disinfectant Makers  
Any Strength  
Frozen and Filtered

Coal Tar Products

Nicotine Sulphate

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## INSECT POWDER

(PYRETHRUM)



*Leading importers and millers of  
Pyrethrum for over thirty years  
Finest powder milled for repacking*

*or*

*Granulated for percolation purposes*

### Mc CORMICK & Co., INC.

BALTIMORE, MD.

*Specialists in Pyrethrum Products*



*Not like  
ordinary  
sprayers*

### The Robertson Compressed Air Sprayer

This is the *first and original* continuous sprayer ever put on the market. They are universally conceded to be the best ever made. Built from the highest quality of material and guaranteed to be perfect in operation and workmanship. All sprayers tested before leaving factory. Prices mailed on request.

*Manufactured by*

### JAECKH MANUFACTURING COMPANY

422 East Eighth St.

Cincinnati, Ohio

Say you saw it in SOAP!

nage this places last year considerably ahead of the previous period, when only 6,435,405 pounds came in, but the value of 1926 imports was below that of 1925, flowers imported in the latter year having been valued at \$1,236,692

Ralph Steinberg, formerly with the Puritan Chemical Co., Atlanta, Ga., is now sales-manager of the Universal Manufacturing Co., Jacksonville, Fla. Both concerns manufacture disinfectants, household insecticides, liquid soaps and allied products.

Benjamin Newman, president of Creco, Inc., Long Island City, N. Y., will return to New York Mar. 25 from a five weeks business and pleasure trip through Cuba. Mrs. Newman accompanied him on the trip.

Lehn & Fink Products Co., Bloomfield, N.J., disinfectant manufacturers has bought the chain of beauty parlors and laboratories operated under the name Dorothy Gray. The business will be operated along the same lines as heretofore by the new owners.

## INSECT POWDER

### Insect Flowers

*"Headquarters for Bulk Buyers"*



As one of the largest importers of insect flowers, with complete milling equipment, specially designed for manufacturing powder, we are well equipped to serve you.

Only pure, impalpable powder of three varieties—made from half-closed Dalmation, closed Dalmation or Japanese flowers—is offered by us. *We do not mix these varieties.*

*We advise contract purchases—  
Write or wire for contract terms and prices*

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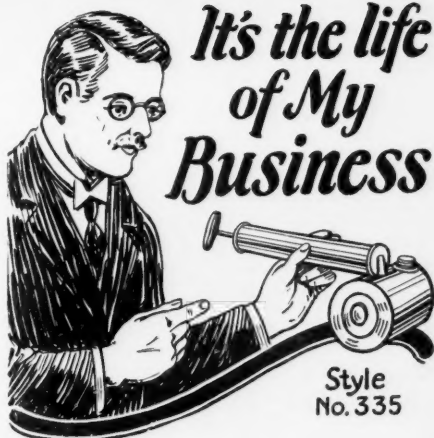
75 FULTON STREET

NEW YORK

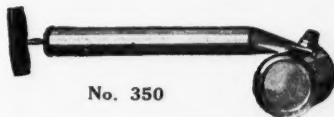
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New York Branch

McLAUGHLIN, GORMLEY, KING CO.



"I spent time, money and effort to perfect my product," says a manufacturer of insecticides, "but a large measure of its success is due to the ACME Sprayer. With a sprayer that always works just right, the consumer uses my product oftener, hence gets better results and buys again and again. The ACME Sprayer makes it easy for them to use my product—makes satisfied customers."



### Is Your Product Worthy of a GOOD SPRAYER?

Our capacity, experience and equipment permit us to give you the right kind of sprayer at a favorable price. You can depend on prompt delivery, too. Our factory capacity has recently been doubled by a new addition. If our large line does not contain what you want, we will design a sprayer to your specifications. Every ACME Sprayer is guaranteed.

Write us your requirements  
We will submit samples and prices

POTATO IMPLEMENT CO.

Dept. 34

Traverse City, Michigan

World's Largest  
exclusive manu-  
facturers of hand  
operated sprayers  
and planters



We specialize in

## EXPORTING

### Soapmakers' Raw Materials

Cocanut Oil, Palm Kernel Oil,  
Palm Oil, Tallow, Grease, Caustic  
Soda, Soda Ash, Silicate of Soda,  
etc., are all carried in stock and  
immediate shipments can be made.

*Correspondence in either Spanish or English*

**Welch, Holme & Clark Company**  
563 GREENWICH STREET -- NEW YORK CITY

*Let us show you the advantages in buying*

## **Vegetable Oils and Chemicals**

*for shipment from Philadelphia*

Since 1897 we have been **DIRECT IMPORTERS** of

Choice Green Italian Olive Oil Foots  
Palm Oil, Genuine Lagos and Niger  
Palm Kernel Oil  
Degras (Woolfat)

Caustic Potash, Electrolytic, 90/92% Guaranteed  
Carbonate of Potash, Calcined, All Tests  
Yellow Pressed Olive Oil Guaranteed Pure  
Cresylic Acid, 97/99%

#### *Dealers in*

Red Oil (Oleic Acid)  
Saponified and distilled  
Stearic Acid  
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Peanut Oil  
Coconut Oil  
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GET OUR PRICES BEFORE BUYING  
SPOT — FUTURE — CONTRACT

# **T. G. COOPER & CO.**

47 and 49 North Second Street

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## Market Report on TALLOW, GREASES AND OILS

(As of March 8, 1927)

**T**HE PAST month has seen average conditions in the market for vegetable oils, tallow, greases and related products. Buyers have shown a steady interest in all lines. Few items have been in heavy demand but, on the other hand, there have been few dull spots in the market. Prices are higher, on an average, than they were a month ago. Cottonseed oil continued to improve its position and helped other oils and fatty products along with it. Coconut oil was an exception to this general rule and is offered slightly lower now than at any time in the last month. Tallow, greases and other animal products have advanced. Palm oil is unchanged. Olive oil is still scarce, but foots are easier. The trade looks for no startling changes in the near future. Cottonseed oil is expected to at least hold the position it has gained and may move a little higher. Other products will, of course, adjust themselves accordingly. The collapse of the McNary-Haugen bill was good news to vegetable oil buyers and with this out of the way, at least for six or seven months, the law of supply and demand will continue to hold the top hand.

### COTTONSEED OIL

A continuance of better than average interest in consuming quarters, coupled with a firmer stand in producing centers, has caused steady gains in this market. Up to  $9\frac{3}{4}$ c has been done on P. S. Y. oil, with crude having sold as high as  $8\frac{1}{2}$ c. Closing was somewhat lower, however, as consumers have not been as active in the past week as heretofore. Spot P. S. Y. sold inside at  $9\frac{1}{2}$ c, in the last week, with crude low at 8c, last month's closing figure.

### TALLOW

Plenty of goods are being offered at  $7\frac{3}{4}$ c, but buyers are not showing a great deal of interest at this time. This item has been quite active, in the past month, however, and prices as high as  $7\frac{7}{8}$ c have been paid.

### COCONUT OIL

Coconut oil has been in light demand, during the past month, and is of small interest at the present time. Prices have eased off on this account. Spot oil is now available at  $8\frac{3}{4}$ c

inside. Coast prices are from 8c to  $8\frac{1}{4}$ c. Offerings are being made freely.

### PALM OIL

A fair amount of palm oil business is passing, with prices practically the same today as they were at the close of the last period. Spot lagos is offered from  $8\frac{1}{2}$ c to  $8\frac{3}{4}$ c. Shipment goods are named at 8c inside, fractionally under last month's closing. Spot Niger oil is at  $7\frac{3}{4}$ c to 8c—shipment goods are quoted at  $7\frac{1}{2}$ c inside.

### PALM KERNEL OIL

Still non-competitive, with sellers asking 9c a pound for shipment casks. Spot offerings cannot be located in anything except small odd lots.

### OLIVE OIL FOOTS

In spite of an additional improvement in exchange olive oil foots prices are lower. The situation is working itself out, as goods are constantly coming in to improve spot supplies. Holders are asking  $9\frac{1}{2}$ c for spot oil,  $9\frac{1}{4}$ c for nearby to arrive, 9c for April 1 arrival and  $8\frac{3}{4}$ c for futures. Buyers are showing sustained interest.

### OLIVE OIL

Spot supplies of commercial grade oil are still scarce and producers are not offering in much larger quantities for shipment. Consequently prices are still up, \$1.65 a gallon being reported inside for spot goods. Sellers are offering oil at \$1.55 for shipment.

### SOYA BEAN OIL

Sellers are asking fractionally higher prices than they were a month ago,  $9\frac{3}{8}$ c a pound being inside for tanks at the Coast. Consumers are fairly active and there has been no interruption in the steady passing of goods into buyers' hands. Barrels are bringing from 12c to  $12\frac{1}{4}$ c a pound on spot.

### CORN OIL

Tank cars of crude are being held at from  $8\frac{1}{2}$ c to  $8\frac{3}{4}$ c at mills. Offerings are light, but sales are rather slow.

### GREASES

Generally improved prices in related products have strengthened this market and all grades are commanding higher figures than those of a month ago. House grease now ranges from  $6\frac{3}{4}$ c to  $6\frac{7}{8}$ c, white is from  $7\frac{1}{2}$ c

# FREY & HORGAN

25 BEAVER STREET

NEW YORK

Telephones - Hanover 5527-28-29

Cable Address "Freyhorgan"

## Vegetable Oils - Tallow - Greases

Coconut Oil

Olive Oil

Oleo Stearine

Palm Kernel Oil

Olive Oil Foots

Oleo Oil

## T W I T C H E L L

### Liquid Kontakt

SAPONIFIER

for

High Grade

Fats

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for

Low Grade

Fats

TWITCHELL PROCESS CO.

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Ohio

P R O C E S S



## DIRECT IMPORTERS OF QUALITY OLIVE OIL FOOTS

Also Headquarters for

Red Oil (Oleic Acid)

Distilled and Saponified

Stearic Acid

76% Caustic Soda

58% Soda Ash

E. M. Sergeant Company

501 Fifth Avenue - New York



## HAVE YOU TRIED DARCO

AS A SOLUTION TO YOUR DECOLORIZING AND PURIFYING PROBLEMS?

We would like to send our engineers to consult with you on the use of DARCO for decolorizing and purifying Oils, Fats, Waxes, Glycerine, Sugars, Syrups, Solvents, Chemicals, etc.

HIGHEST PURITY — LOWEST RETENTION

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Largest Plant of its kind in the World

IMMEDIATE SHIPMENTS — ANY QUANTITY

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to 10c and yellow is at the same range as house. Buyers are not keenly interested, but an absence of heavy offerings is keeping the market up.

### English Oil Output Smaller

The imports of raw materials for vegetable oil extracting during the December quarter were 109,277 tons, as compared with 171,647 tons for the corresponding period of 1925, says American Consul A. E. Carlton, Hull, England, in a report to the Department of Commerce. The total year's imports were: 1925, 785,190 tons; 1926, 628,608 tons, or a falling off of 156,582 tons. The decreases were specially noticeable in the imports of rapeseed, soya beans and palm kernels. The following table, prepared from Customs statistics, shows the imports of the December quarters, 1925 and 1926, and the 1925 and 1926 complete returns:

Raw Material	1925 tons	1926 tons
Cottonseed		
Egyptian .....	175,095	208,363
India, etc. ....	129,075	77,099
Rapeseed .....	31,226	12,954
Soya beans .....	117,059	44,178
Palm kernels .....	103,190	79,916

The shipments of these oils to the United States showed a marked falling off, compared with 1925, as shown in the following table:

	1925 tons	1926 tons
Palm kernel oil .....	13,707	11,093
Rapeseed oil .....	2,562	1,485
Soya oil .....	—	157

The statement below gives the exports from Hull to all countries for the years 1925 and 1926:

	1925 tons	1926 tons
Cottonseed oil .....	12,671	16,688
Soya bean oil .....	16,456	18,895
Palm kernel oil .....	22,543	17,339

A process for splitting fats has been patented in Great Britain, under No. 261,707, by Farbwerke Meister, Lucius & Bruening. The patent has been assigned to I. G. Farbenindustrie A. G.

Italy's 1926 olive crop is expected to be thirty per cent larger than the crop of the previous year estimates placing the figure at 12,304,000 quintals as compared with 8,748,000 quintals.

## THE SUPERFOS COMPANY

535 PEARL STREET

NEW YORK, N. Y.

Sole American Distributors of electrolytic

## CAUSTIC POTASH

90/92% Westeregeln Brand

Fused, Broken, Flakes and Powder

Manufactured by the CONSOLIDIRTE ALKALIWERKE

90% actual KOH guaranteed

Imported CHLOROPHYLL, Oil and Fat Soluble

Manufactured by HOLZVERKOHLUNGS INDUSTRIE

### FLUOSOUR

The Ideal Laundry Sour

Manufactured by the AMERICAN FLUORIDE CORPORATION

### FLUOREX

A Concentrated Fluorine Insecticide

# MYSORE GOVERNMENT

## East Indian Sandalwood Oil

SOLE DISTRIBUTORS

Essenflour Products, Ltd.

Mysore

S. India

*Distillers of Essential Oils and  
Manufacturers of Perfumery Products*

**T**HE Mysore Government distills and sells only one grade of Oil, a strictly pure genuine Sandalwood Oil put up in distinctive cans and cases, labelled and serially numbered. Oil supplied in other styles of containers may be U. S. P., but we can accept no responsibility for its genuineness or its freedom from adulteration. The buyer who specifies Mysore Oil should receive it in original containers and is then absolutely protected. This oil we offer exclusively in labelled containers. Further protection is insured by the smaller label placed over the cap. This label is numbered and a complete record of each case shipped is kept by us.

*For your own protection, insist on  
Original Cans and Cases*

PACKED IN 100-LB. CASES—EACH CASE  
CONTAINS 4 25-LB. TINS  
SUPPLIED THROUGH YOUR JOBBER

## COX, ASPDEN & FLETCHER

*Sole Agents in U. S. A.*

26 CORTLANDT STREET  
PHONE—RECTOR 4586

NEW YORK CITY  
CABLE ADDRESS—COXASPEN, N. Y.

Say you saw it in SOAP!

## Market Report on ESSENTIAL OILS AND AROMATICS

(As of March 7, 1927.)

**A**LTHOUGH price revisions of the past month have been quite evenly divided between advances and declines, the stronger undertone which was very pronounced a month ago, is still apparent. It is quite apparent from the attitude of sellers that a number of items which had a long period of decline, have now reached the point where they are not likely to be bought cheaper. Demand for a number of oils showed some expansion during the past month. There are still many very cheap essential oils available on the market.

### OIL ANISE

The firmness of anise which developed last month has continued. Prices are about the same with technical oil at 58c to 60c and rectified at 60c lb. up.

### OIL BERGAMOT

Bergamot has had an up and down career during the period. At the close, the tendency was toward easier prices and standard goods were held on spot at \$6.25 lb. up as to seller and brand. Demand has been slightly less and Italy reports an easier position.

### OIL CANANGA

Better stocks of cananga are offered on spot with but slight change in prices. Demand is quiet. Native oil at \$4.50 lb. Rectified at \$5.00 up.

### OIL CASSIA

Has held its firmness and prices show less tendency to be shaded. Now named spot at \$1.70 lb. for technical and \$2.00 up for redistilled.

### OIL CITRONELLA

Heavy stocks of Ceylon citronella continue to depress the spot market. Some sales have been made at quoted figures, but demand on the whole is slow. Holders quote 35c lb. for good quality oil in drums. Java oil is dull and easy at 50c to 60c as to seller.

### OIL CEDAR

Oil of cedar leaf has held at \$1.25 lb. inside on spot for the period, following the sharp advance of a month ago. Demand is steady. Cedarwood oil is firm and quiet at 35c lb. for good quality spot.

### OIL GERANIUM

Quiet and dull with little or no change in price during the month has been the report on geranium. Movement of oil to consumers, however, continues in good volume, particularly drum lots or more. Prices are steady at \$2.75 to \$3.00 lb. spot for either Bourbon or African as to seller and quantity.

### OIL LAVENDER

The lavender position has shown little change. Oil on spot is available from \$3.50 all the way to \$4.75 lb., according to the quality and quantity wanted. Spike oil holds at \$1.00 lb. up on the same basis.

### OIL LEMON

Although the Messina market was reported easier at the close of the month, the market showed a net gain in price of 15c over quotations of a month ago. Spot Italian oil was named at \$2.65 to 2.90 lb. as to brand with American lemon held at \$2.30 lb.

### OIL PETITGRAIN

Lower cost of replacement at the end of the month, brought lower spot prices for South American oil. Now held at \$1.70 to 1.80 lb. as to quantity and seller.

### OIL PEPPERMINT

The weakness which has been very apparent for several months past, was eliminated somewhat during the month and at the close, a firmer market was noted. The future of peppermint, however, is still very uncertain with new oil four months away. Spot cans \$4.20 to 4.30 for natural; U.S.P. at \$4.40 to \$4.50 lb. Spearmint holds at \$4.25 lb.

### OIL ROSEMARY

The market has been quiet without material change. Wide quality variation in technical gives the market a range from 33c up to 44c lb. in drums on spot. U.S.P. from 48c to 50c lb.

### METHYL SALICYLATE

Moving well at manufacturers' quoted figures, 45c up for drums and 47c up for spot. Some odd lots of resale goods being offered slightly under makers' prices but limited quantity.

Now, as to

## FORMALDEHYDE — "P.A.C. Brand"

**Y**OU insist upon a quality product. Correctly so; and R & H meets your views by supplying Formaldehyde of dependable strength and purity. This quality idea distinguishes other R & H Chemicals for soapmakers also —

Caustic Potash  
Ground broken pieces and solid

Carbonate of Potash  
All strengths

Oxalic Acid 99% Pure

Trisodium Phosphate

Paraformaldehyde

Albone (Liquid Hydrogen  
Peroxide) *all strengths*

Solozone (Sodium Peroxide)

Sodium Perborate

Alcohol, Denatured—all  
formulae

Spotting-out Fluids  
Chloroform, U. S. P. and Technical  
Trichlorethylene  
Trichlorethane  
Carbon Tetrachloride  
(Non-inflammable solvents)

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knows"*

**R & H**  
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**CHEMICALS**  
AND  
**SERVICE**

45TH YEAR

*The*  
**ROESSLER & HASSLACHER CHEMICAL CO.**

709 Sixth Avenue, New York City

Say you saw it in SOAP!

## Market Report on SOAP AND DISINFECTANT CHEMICALS

(As of March 7, 1927)

**A**S A WHOLE demand for chemical products has been active, which has lent a note of strength to the market. Shipments of leading basic commodities have continued heavy. Chemical production generally is running at full capacity and where there are excess stocks, some keen competition has been engendered. Price movements have been quite equally divided between advances and declines, and the market between active consumption and heavy production. The general price trend shows little variation from a month ago and is more or less level.

### ALKALIES

The same facts of a month ago can be repeated this month and apply equally to the present situation. Shipments to consumers continue at high levels. Prices are not changed in any way, and not likely to change. Soap makers are taking large quantities of both caustic soda and soda ash. Exports of alkalies continue active and are taking a larger share of production. Contract basis for caustic \$3.00 hundred.

### GLYCERIN

There has been general weakness in the glycerin market during the past month due to a lack of buying and some accumulation of stocks has resulted. Buyers show an unwillingness to pay quoted prices in most instances and are taking advantage of present weakness to force down quotations. Recent reports from England indicate that stocks in Europe are some 5,000 tons under available material a year ago. (See Page 15.) Refiners name 27 to 27½c lb. for C.P. glycerin with reports of shading under this figure. Dynamite commands 24c lb. with saponification at 18¾c and soap lye at 17c lb.

### ROSINS

During the latter half of February and early March, a marked downward movement took place in rosin prices especially in the lower grades. The pale grades withstood the downward pressure and changes were very slight, running 25c to 30c as against \$1.50 on lower grades. Toward the close of the period, shipments from Southern points were considerably heavier and receipts smaller. Prices in New York were named as follows: B \$10.65; F

\$11.70; H \$12.10; K \$13.85; N \$15.60; WG \$16.55; WW \$18.30 bbl. Wood rosin was cut sharply during the period to \$9.00 bbl. at works from producers.

### CAUSTIC POTASH

From present indications, a price advance in caustic potash is not very far ahead. Contract shipments for current American business are reported to have been shipped from abroad to be stored here. This will probably mean that all additional caustic which comes out of Germany will be at a higher price. Demand here has been active during the month. Price as yet is unchanged at 7½c lb. in quantity ranging to 7½c.

### COAL TAR PRODUCTS

Consumption of creosote oil is reported very heavy with producers sold ahead. The market and prices retain a firm appearance at 14c to 17c gal. works. Tar acid oils 26c to 30c gal. works. Imports have been smaller. Cresylic acid is reported firmer with demand active and stocks somewhat reduced. Prices unchanged at 58c to 60c gal. for dark and 60c up for pale. Cresol, U.S.P. still available only in a limited way from producer. The price is nominally 17½c to 20c lb.

### PARADICHLORBENZENE

Has been moving in large volume at unchanged prices. Manufacturers quote 19c to 21c lb. according to quantity and maker.

### INSECT POWDER

Some millers have advanced their quotations sharply owing to higher cost of Dalmatian flowers. Reported that best grade costs 20c to import at present. One house names 30c lb. for pure powder. The tendency is still upward. Market generally held at 25c to 30c lb. spot.

### FORMALDEHYDE

The active demand for formaldehyde has held the market very firm. Makers are selling full outputs without difficulty. Price firm at 11¼c lb. in carlots and 11½c up for less.

The value of perfuming materials, brought into the United States in 1926, was considerably below the total of the previous year, duty free goods having reached a total of \$1,182,659, as against \$1,761,654, and dutiable material a value of \$1,616,421, as compared with \$1,626,268.





# CURRENT PRICE QUOTATIONS

## Chemicals

Acetone, C. P., drums	lb.	.13	.14
Acid, Boric, bbls.	lb.	.08½	.09
Cresylic, 95%, dk., drums	gal.	.58	.63
97-99%, pale, drums	gal.	.60	.66
Formic, 85%, tech.	lb.	.10½	.11
Oxalic, bbls.	lb.	.12	.13
Salicylic, tech.	lb.	.28	.30
Sulfurous, 6% cbys.	lb.	.06	.07
Adeps Lanæ, hydrous, bbls.	lb.	.16	.20
Anhydrous, bbls.	lb.	.19	.22
Alcohol, Ethyl, U. S. P., bbls.	gal.	3.90	4.00
Complete Denat., No. 5, drums ext.	gal.	.35	.40
Ammonia Water, 26 deg., drums wks.	lb.	.03	.04
18 deg., drums wks.	lb.	.02½	.03
Ammonium Carbonate, tech., bbls.	lb.	.10½	.13
Bay Rum, Porto Rico, denat., bbls.	gal.	.85	.93
St. Thomas, bbls.	gal.	.85	.90
Benzaldehyde, U. S. P.	lb.	1.20	1.40
Technical	lb.	.68	.72
Bleaching Powder, drums	100 lb.	2.40	3.00
Borax, pd., cryst., bbls., lgs.	lb.	.04½	.05
Carbon Bisulphide, drums	lb.	.06	.07
Carbon Tetrachloride	lb.	.07	.08
Caustic, see Soda Caustic, Potash Caustic			
China Clay, filler	ton	20.00	40.00
Cresol, U. S. P., carbys.	lb.	.18	.20
Cresote, U. S. P., carbys.	lb.	.42	.45
Cresote Oil, drums	gal.	.14	.17
Formaldehyde, bbls.	lb.	.11½	.12
Fullers Earth, bags	ton	25.00	35.00
Glycerin, C. P., drums	lb.	.27	.28
Dynamite, drums	lb.	.24	.25
Saponification, tanks	lb.	.18½	.19
Soap, Lye, tanks	lb.	.17	.17½
Hexalin, drums	gal.	4.75	5.00
Iodine, resubl. jars	lb.	4.65	4.90
Iodoform, bottles	lb.	6.00	6.50
Kieselguhr, bags	ton	65.00	75.00
Lanolin, see Adeps Lanæ			
Lead Acetate (Sugar Lead), white.	lb.	.15	.16
Lime, live, bbls.	100 lb.	1.10	1.20
Menthyl cases	lb.	4.75	5.00
Synthetic	lb.	3.75	4.00
Mercury Bichloride, kegs	lb.	1.20	1.30
Naphthalene, ref. flakes, bbls.	lb.	.05	.06
Nitrobenzene (Myrbane), drums	lb.	.10	.11
Paraffin, cases, slabs	lb.	.06½	.07
Paradichlorobenzene, bbls.	lb.	.19	.20
Paraformaldehyde, cases	lb.	.50	.60
Petrolatum, bbls. (as to color)	lb.	.03	.13
Phenol (Carbolic Acid), drums	lb.	.18	.22
Pine Oil, bbls.	gal.	.69	.72
Potash, Caustic, drums	lb.	.07½	.08
Potassium Bichromate, casks	lb.	.09	.09½
Pumice Stone, powd.	100 lb.	3.00	3.50
Rosins (600 lb. bbls. gross for net)—			
Grade B to H, basis 280 lb. bbl.	10.65	15.60	
Grade K to N	13.85	15.60	
Grade WG and WW	16.55	18.30	
Wood	10.00	9.00	
Rotten Stone, powd., bbls.	lb.	.02½	.05
Silica, Ref., floated	20.00	30.00	
Soda Ash, Contract, wks., bags	100 lb.	1.38	1.50
Five bbls. up, local	100 lb.	2.29	2.50
Soda Caustic, Contract, wks., sld.	100 lb.	3.00	3.20
Five drums up, solid, local	100 lb.	3.76	3.90
Five drums up, grnd. flk.	100 lb.	4.41	4.65
Soda Sal, bbls.	100 lb.	1.30	1.50
Soda, Sesquicarbonate, bbls.	100 lb.	3.00	3.75
Sodium Chloride (Salt)	ton	13.00	20.00
Sodium Fluoride, bbls.	lb.	.09½	.10
Sodium Hydrosulphite, bbls.	lb.	.24	.28
Sodium Phosphate, bbls.	lb.	.04½	.05
(Trisodium phosphate)			
Sodium Silicate, 40 deg., drums	100 lb.	.80	1.25
Drums, 60 deg., wks.	100 lb.	1.70	2.00
In tanks, 10c less per hundred works.			
Tar Acid Oils, 15-25%	gal.	.26	.30
Zinc Stearate, bbls.	lb.	.26	.30

## Oils—Fats—Greases

Castor, No. 1, bbls.	lb.	.14¾	.15
No. 3, bbls.	lb.	.13¾	.14
Blown, bbls.	lb.	—	.17¾
Coconut, bbls., N. Y.	lb.	—	.09¾
Tanks, Coast	lb.	—	.08
Cod, Newfoundland, bbls.	gal.	.63	.65
Tanks, N. Y.	gal.	.61	.63
Copra, bags, N. Y.	lb.	—	.05½
Corn, ref., bbls., N. Y.	lb.	—	.11
Crude, tanks mills	lb.	.08½	.08¾
Bbls., N. Y.	lb.	—	.09¾
Cottonseed, crude, tanks mill	lb.	—	.08
PSY., bbls., N. Y.	lb.	—	.09½
Debras, Amer., bbls., N. Y.	lb.	.04¾	.05
English, light, bbls., N. Y.	lb.	.05½	.06
Brown, bbls., N. Y.	lb.	.05	.05½
Light brown, bbls., N. Y.	lb.	.04½	.04¾
Dark, bbls., N. Y.	lb.	.04	.04¾
Neutral, bbls., N. Y.	lb.	.08½	.09
Greases, choice white, bbls., N. Y.	lb.	.07½	.10
Yellow	lb.	—	.06¾
Brown	lb.	—	.06¾
House	lb.	—	.03¾
Bone Naptha	lb.	—	.06¾
Lard, prime steam, tierces	lb.	—	.13¾
Compound, tierces	lb.	—	.11½
Lard Oil, edible prime	lb.	—	.15¾
Off prime, bbls.	lb.	—	.13½
Extra, bbls.	lb.	—	.12½
Extra, No. 1, bbls.	lb.	—	.11¾
No. 2, bbls.	lb.	—	.10½
Linseed, raw, bbls., spot	lb.	.103½	.107½
Tanks, raw	lb.	—	.09½
R.iled, 5 bbl. lots	lb.	—	.11¾
Menhaden, Crude, tanks, Balt.	gal.	—	.47½
Light pressed, bbls.	lb.	.60	.62
Yellow, bleached, bbls.	gal.	.63	.65
Extra bleached, bbls.	gal.	.65	.67
Oleo Oil, No. 1, bbls., N. Y.	lb.	—	.12¾
No. 2, bbls., N. Y.	lb.	—	.11¾
No. 3, bbls., N. Y.	lb.	—	.10¾
Olive, denatured, bbls., N. Y.	gal.	1.65	1.75
Edible, bbls., N. Y.	gal.	2.00	2.30
Foots, bbls., N. Y.	lb.	—	.09½
Tanks	lb.	.08¾	.09
Palm, Lagos, casks, spot	lb.	.08½	.08¾
Shipments	lb.	—	.08
Niger, casks, spot	lb.	.07¾	.08
Shipment	lb.	—	.07½
Palm Kernel, casks shipment	lb.	—	.09
Peanut, refined, bbls., N. Y.	lb.	.14½	.16
Crude, bbls., N. Y.	lb.	—	.11
Red Oil, distilled, bbls.	lb.	—	.09½
Saponified, bbls.	lb.	.09¾	.10
Tanks	lb.	—	.09
Soya Bean, crude, tks., Pacific Coast	lb.	—	.09¾
Crude, tanks, N. Y.	lb.	—	.11½
Crude, bbls., N. Y.	lb.	—	.12
Refined, bbls., N. Y.	lb.	—	.14
Stearic Acid, s. p. 200 lb. bags	lb.	—	.11½
Double Pressed	lb.	.11½	.12
Triple pressed, bgs.	lb.	.13½	.14
Stearine oleo, bbls.	lb.	—	.107½
Tallow, edible tierces	lb.	—	.08¾
Civ., extra loose	lb.	—	.07¾
Tallow oils, acidless, tanks, N. Y.	lb.	—	.11½
Bbls., civl., N. Y.	lb.	—	.12
Whale, nat. winter, bbls., N. Y.	gal.	—	.78
Blehd., winter, bbls., N. Y.	gal.	—	.80
Extra blehd., bbls., N. Y.	gal.	—	.82

# PERFUMING MATERIALS

## for Soaps, Disinfectants, Sprays, Deodorants, Etc.

No matter what your requirements may be we can fill them from our complete stocks of Essential Oils, Aromatic Chemicals and related products.

*We are especially well placed on these items at the present time*

OIL BERGAMOT ART.  
OIL GERANIUM ART.  
OIL LAVENDER ART.  
OIL SASSAFRAS ART.

OIL ROSE, LA FRANCE TYPE  
OIL ROSEMARY, FRENCH  
OIL ROSEMARY, SPANISH  
OIL SPIKE, SPANISH

### OIL WHITE THYME, TECHNICAL

*The prices will interest you—Write for them!*

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108 JOHN STREET

NEW YORK

*Exclusive Agents for*

CAVALLIER FRERES

GRASSE, FRANCE

*Manufacturers of Pure Natural Flower Products Since 1784*

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WE CARRY the largest line of high grade, exclusively designed stock labels for perfumes and toilet preparations in the world.



*For \$2.00 we'll send you our complete sample line, approximately 1,400 designs. The \$2.00 will then be credited to you on receipt of your order.*

THE HENDERSON LITHOGRAPHING CO.  
4530 MAIN STREET, Norwood, CINCINNATI, OHIO

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Camp  
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Canar  
Red  
Carav  
Cassia  
Red  
Cedar  
Cedar  
Citron  
Jav  
Clove  
Copai  
Eucal  
Fenne  
Geran  
Bou  
Heml  
Laver  
Spi  
Lemo  
Lemo  
Linal  
Nerol  
Pet  
Art  
Nutm  
Orang  
Sw  
Ital  
Dis  
Oiga  
Patch  
Penny  
Imp  
Peppe  
Red  
Petit  
Pinus  
Pun  
Rose,  
Bul  
Art  
Rosen  
Tec  
Sanda  
W.  
Sassa  
Art  
Spear  
Spruce  
Thym  
Wh  
Teel  
Vetive  
Java  
Ylang

# CURRENT PRICE QUOTATIONS

(Continued)

## Essential Oils

Almond, Bitter, U. S. P. ....lb.	2.90	3.50
Bitter, E. F. P. A. ....lb.	3.00	3.75
Sweet, cans ....lb.	.90	1.00
Apricot, Kernel, cans ....lb.	.62	.65
Anise, Tech., cans ....lb.	.60	.62
U. S. P., cans ....lb.	.62	.65
Bay, tins ....lb.	1.90	2.00
Bergamot, coppers ....lb.	6.25	7.00
Artificial, cans ....lb.	2.50	3.50
Birch Tar, rect., bot. ....lb.	.55	.60
Crude, tins ....lb.	.18	.20
Boise de Rose, tins ....lb.	2.10	2.50
Cade, cans ....lb.	.27	.29
Cajuput, native, tins ....lb.	.75	.80
Calamus, bot. ....lb.	3.75	4.00
Camphor, Sassy, drums ....lb.	—	1.14½
White, drums ....lb.	1.11½	.12
Cananga, native, tins ....lb.	—	4.50
Rectified, tins ....lb.	—	5.00
Caraway Seed ....lb.	1.70	1.80
Cassia, 80-85% ....lb.	1.70	1.80
Redistilled, U. S. P., cans ....lb.	2.00	2.15
Cedar Leaf, tins ....lb.	1.25	1.30
Cedar Wood, light, drums ....lb.	.35	.40
Citronella, Ceylon, drums ....lb.	.35	.40
Java, drums ....lb.	.50	.55
Cloves, U. S. P., cans ....lb.	1.45	1.50
Copaiba ....lb.	.40	.45
Eucalyptus, Austl., U. S. P., cans ....lb.	.53	.56
Fennel, U. S. P., tins ....lb.	.80	.90
Geranium, African, cans ....lb.	2.75	3.00
Bourbon, tins ....lb.	2.75	3.00
Henlock, tins ....lb.	.85	.90
Lavender, U. S. P., tins ....lb.	3.50	4.50
Spike, Spanish, cans ....lb.	1.00	1.30
Lemon, Ital., U. S. P. ....lb.	2.65	3.00
Lemongrass, native, cans ....lb.	1.00	1.10
Linaloe, Mex., cases ....lb.	2.25	2.40
Neroli, Bigarde, ½ & 1 lb. bot. ....lb.	75.00	100.00
Petale, 1 lb. bot. ....lb.	100.00	125.00
Artificial, 1 lb. bot. ....lb.	10.00	20.00
Nutmeg, U. S. P., tins ....lb.	1.65	1.70
Orange, bitter, tins ....lb.	2.70	2.90
Sweet, W. Ind., tins ....lb.	2.50	2.60
Italian, cop. ....lb.	2.75	3.00
Distilled ....lb.	1.70	1.80
Oriaganum, cans tech. ....lb.	.25	.28
Patchouli ....lb.	7.00	7.50
Pennyroyal, dom. ....lb.	2.00	2.15
Imported ....lb.	1.75	2.00
Peppermint, nat. cases ....lb.	4.15	4.25
Redis, U. S. P., cases ....lb.	4.40	4.50
Petit Grain, S. A., tins ....lb.	1.70	1.80
Pinus Sylvestris ....lb.	.85	1.25
Pumilio, U. S. P. ....lb.	2.25	2.50
Rose, French ....oz.	9.00	9.50
Bulgarian ....oz.	9.50	11.00
Artificial ....oz.	2.00	2.75
Rosemary, U. S. P., drums ....lb.	.48	.55
Tech., lb. tins ....lb.	.34	.40
Sandalwood, E. Ind., U. S. P. ....lb.	7.10	7.25
W. Indian (Amayris) ....lb.	1.80	2.00
Sassafras, U. S. P. ....lb.	.80	1.00
Artificial ....lb.	.25	.28
Spearmint, U. S. P. ....lb.	4.25	4.50
Spruce ....lb.	.85	.90
Thyme, red, U. S. P. ....lb.	.75	.80
White, U. S. P. ....lb.	.95	1.00
Tech. ....lb.	.65	.70
Vetivert, Bourbon ....lb.	15.00	17.00
Java ....lb.	20.00	22.00
Ylang Ylang, Bourbon ....lb.	6.00	8.00

## Aromatic Chemicals

### ISOLATES

Anethol ....lb.	1.00	1.25
Citral ....lb.	2.75	3.00
Citronellal ....lb.	2.50	3.00
Eucalyptol, U. S. P. ....lb.	.90	.95
Eugenol, U. S. P. ....lb.	2.75	3.00
Geraniol, Domestic ....lb.	2.25	3.50
Imported ....lb.	2.50	3.75
Iso-Eugenol ....lb.	3.75	3.90
Linalool ....lb.	4.50	6.50
Rhodinol ....lb.	16.00	20.00
Safrol ....lb.	.29	.31
Thymol, U. S. P. ....lb.	3.10	3.30

### SYNTHETICS

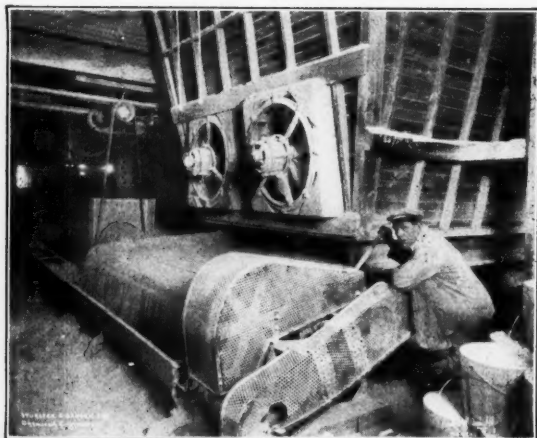
Acetophenone, C. P. ....lb.	3.50	3.75
Benzaldehyde, tech. ....lb.	.70	.75
Benzyl Acetate ....lb.	1.35	1.50
Alcohol ....lb.	1.45	1.50
Benzoate ....lb.	1.10	1.25
Citronellol ....lb.	5.00	8.00
Citronellyl Acetate ....lb.	13.00	14.00
Coumarin ....lb.	3.60	3.75
Diphenyl oxide ....lb.	1.00	1.25
Geranyl Acetate ....lb.	4.50	5.00
Heliotropin, dom. ....lb.	1.75	2.00
Hydroxycitronellal ....lb.	10.00	11.00
Indol, CP ....oz.	6.00	6.50
Ionone ....lb.	6.00	9.00
Linalyl Acetate ....lb.	3.50	7.50
Menthol ....lb.	3.75	4.00
Methyl Acetophenone ....lb.	3.75	4.25
Anthranilate ....lb.	2.50	3.25
Paracresol ....lb.	8.00	9.00
Salicylate, U. S. P. ....lb.	.47	.50
Mirbane, rect. ....lb.	.11	.15
Musk Ambrette ....lb.	7.00	8.00
Ketone ....lb.	7.00	10.00
Nylene ....lb.	2.75	3.25
Phenylacetaldehyde ....lb.	5.00	8.00
Phenylacetic Acid, 1 lb. bot. ....lb.	3.00	3.25
Phenylethyl Alcohol, 1 lb. bot. ....lb.	5.00	6.50
Terpinyl Acetate, 25 lb. cans. ....lb.	1.10	1.40
Terpencol, CP, 1,000 lb. drs. ....lb.	.35	.38
Cans ....lb.	.37	.40
Vanillin, U. S. P. ....lb.	7.00	7.50
Yara Yara ....lb.	1.50	2.50

### Miscellaneous

Insect Powder, bbls. ....lb.	.25	.30
Concentrated Extract ....gal.	2.00	2.10
Gums—		
Arabic, Amb. Sts. ....lb.	.11	.13
White, powdered ....lb.	.19	.20
Karaya ....lb.	.10	.15
Tragacanth, Aleppo, No. 1 ....lb.	1.55	1.65
Sorts ....lb.	.50	.60
Turkish, No. 1 ....lb.	1.20	1.30
Waxes—		
Bayberry, bgs. ....lb.	.25	.26
Bees, white ....lb.	.60	.65
African, bgs. ....lb.	.39	.40
Refined, yel. ....lb.	.45	.46
Candelilla, bgs. ....lb.	.35	.37
Carnauba, No. 1 ....lb.	—	.75
No. 2, Yel. ....lb.	.50	.52
No. 3, Chalky ....lb.	.36	.38
Japan, cases ....lb.	.06½	.07
Paraffin, ref. 125-130. ....lb.	.06½	.07
Pine Oil, strm. dist. ....gal.	.69	.72
Tar Oil, bbls. dist. ....gal.	.50	.55
Commercial grade. ....gal.	.32	.40

# WURSTER & SANGER, INC.

## Spray-Process Soap Powder Plants



The Spray-Process of producing soap powder is now displacing the old chilling-roll method in large plants.

The product is granular and more pleasing in appearance than the fine, dusty powder scraped off of rolls.

*There is no refrigeration required.*

*Less labor and power are required.*

*Manufacturing costs are cut in half.*

**New Plants Designed—**

**Old Plants Remodeled**

### Complete Plants for

Crude, Dynamite and C. P. Glycerine  
Laundry, Toilet and Liquid Soaps  
Spray-Process Soap Powder  
Fatty Acid Distillation  
Fat Splitting, Stearic Acid and Red Oil  
Refining of Fats and Oils  
Hydrogenation of Oils

**WURSTER & SANGER, INC.**

**5201 Kenwood Avenue  
Chicago**

## Trageser Steel Drums— *are built to last!*



**THEY** make ideal containers for liquid soaps, disinfectants, cleaning preparations, essential oils, vegetable oils and other liquid products.

30 - 55 - 110 GALLON SIZES  
BLACK - GALVANIZED - TINNED

*We also make Removable Head Drums and Steel Nesting Cans For Semi-Liquid or Paste Products*

### JOHN TRAGESER STEAM COPPER WORKS

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*Chicago Representative*

*Cleveland Representative*

Harry E. Rice - 724-728 Washington Blvd. Fred H. Palmer, Jr. - 914 Guarantee Title Bldg.

Say you saw it in SOAP!

## Machine Cartoning Development

(Continued from Page 23)

matic Weighing Machine Co. and still another was Pratt & Whitney of Hartford, Conn.

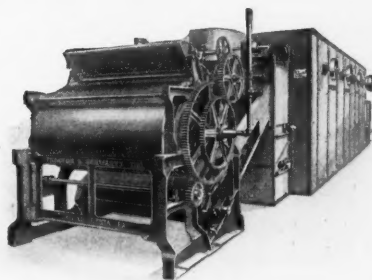
**I**N A discussion of relative costs of hand and machine filling and sealing, the value of automatic equipment is strongly emphasized. Take a team of four girls who produce for example seven finished packages per minute. This is held to be a fair average for an ordinary carton of soap powder or similar product. This rate runs to 420 per hour or 4,200 packages in a ten hour day, that is, if the girls work with constant speed and precision. Allowing for the human element involved, a figure of 4,000 would probably be a safe average. This is equivalent to 1,000 packages per girl per day. Allowing a day's wages of \$1.50 to \$1.75, as were the prevailing rates twenty-five years ago, and we had a cost of roughly \$0.0016 per package. At current wage rates, it would be at least \$0.0035, probably higher because the ten hour day is rather rare at present.

Now, if a machine, or battery of machines, turns out 30 cartons per minute filled and sealed, this makes 1,800 per hour. Figuring on the basis of a ten hour day as in the hand

filling, this is equal to 18,000 in a day. Although everything from the carton feed to the discharge belt from the top-sealer may be completely automatic, allow one operator at \$3.00 to watch the machine. In some cases, one operator can probably take care of several machines, but for calculations, one is taken here. Figure that the cost of a bottom sealing, filling and weighing, and topsealing outfit is \$12,000 roughly. Allow 10 per cent per year depreciation, 6 per cent interest on investment, and four per cent for repairs and contingencies. This totals 20 per cent of \$12,000, or \$2,400 per year. On a full time basis, this figures out roughly \$8.00 per day. Add \$3.00 for labor and the total is \$11.00 per day for a production of 18,000 packages. This is a packaging cost of \$0.00061 per package.

Compared, hand labor used to cost 16c per hundred packages twenty-five years ago, exclusive of cost of cartons, glue, etc. On the same basis, machine cartoning today costs about 6c per hundred. If hand labor for large output were used today, it still is in some cases of smaller production, the cost on a comparative basis would be 35c per hundred for a ten hour day. Of course, all these figures are more or less arbitrary, but they represent identical conditions and are strictly comparative. As a

## New dryer for thin chip soap!



Chilling rolls that produce the popular, very thin chip—a dryer that is radically new and improved throughout.

This combination in the new Proctor Chip Soap Dryer offers the opportunity of producing the fastest-selling laundry chip soap, at a new high rate of efficiency and a degree of operating economy never before achieved. The outstanding economies are savings in floor space, steam and power.

The sizes and capacities of the machines being built appeal alike to large and small manufacturers. Write and let us acquaint you with the new features of design and their proven advantages.

**PROCTOR & SCHWARTZ, INC.**  
PHILADELPHIA, PA.



*Good chemicals make good soap*

**CAUSTIC POTASH**

*(Flaked, solid or liquid)*

**CAUSTIC SODA**

*(Flaked, solid or liquid)*

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*Associated  
with  
Electro  
Bleaching Gas  
Company  
Pioneer  
Manufacturer  
of  
Liquid Chlorine*

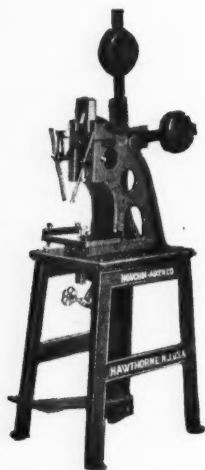
**NIAGARA ALKALI COMPANY**

**9 EAST 41<sup>ST</sup> ST**

**NEW YORK CITY**

*PLANT: Niagara Falls, N.Y.*

**Joseph Turner  
& Co.  
Sales Agents for  
Caustic Soda  
and Bleach  
19 Cedar St.  
New York**



*for pressing*

**DEODORIZING BLOCKS**

**T**HE Houchin-Aiken No. 4 Soap Press; illustrated here, is eminently satisfactory. It turns out uniform cakes, either with or without raised lettering, that help you to get repeat orders.

Send us a small quantity of your product and we'll turn it into sample cakes. To keep pace with this new development in deodorizing block manufacture you'll find this machine a good investment.

**HOUCHIN-AIKEN COMPANY - HAWTHORNE, N. J.**

*Makers of All Kinds and Types of*

**SOAP MACHINERY**



matter of fact, 6c per hundred for complete cartoning may be perhaps somewhat lower than actual figures obtained. It is believed that other factors not fully considered here actually bring this up to 7 or 8 cents on full time basis, and to 10 or 11 cents where machines are operated at a half-time basis. Variations in costs of machinery may also make a difference here, and in some instances, may tend to offset the higher figures and bring them nearer the calculated average. These figures, are for mechanical handling, of course, exclusive of carton, glue, and other material costs.

**C**OMPARATIVE figures show that machine cartoning costs about 20 per cent of hand packaging in large production. Although reduced cost and the elimination of labor difficulties are perhaps the most important feature to manufacturers, the quality of the finished package is likewise something to be considered. Stronger, more uniform, and generally better quality packaging have accompanied machine filling and sealing. The human inaccuracies and variations of different packing girls have been eliminated to a large degree. In cartoning, machine handling has fostered a further step which has been found extremely expensive with hand labor due to the extra cost. This is either wax wrapping or tight wrapping of the carton which were discussed in the February issue of SOAP. Wax wrapping by hand might have been possible, but hopelessly slow and expensive for any but small output. Tight wrapping is in the same class.

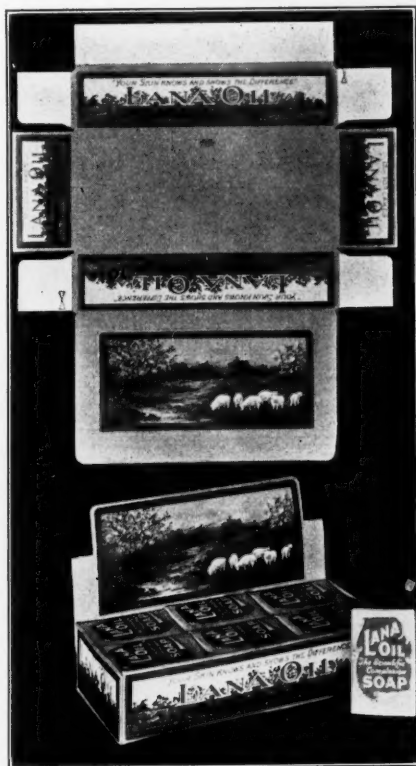
Although authorities agree that basically there has been little change in machine cartoning during the past twenty years, there is a steady progress in mechanical refinements which are gradually doing away with some of the machine difficulties. Demand for better packages without material increase in cost is constant. This means machine improvement which will do away with a number of shortcomings in present packages as judged by modern standards.

In the operations of palm oil factory on the Gold Coast use is made of the waste fibre left after the extraction of the pericarp oil, and of the shells of the palm "nuts" after cracking and the removal of the kernels. A fuel briquette is made from these two waste products and constitutes the sole fuel used on the small locomotives which haul the palm fruit from the outlying collecting areas to the central factory.

## "BRIGHTWOOD" THREE PROCESS BOXES

1. Printed or Lithographed
2. Cut and Creased
3. Machine Formed

*are selling goods!*

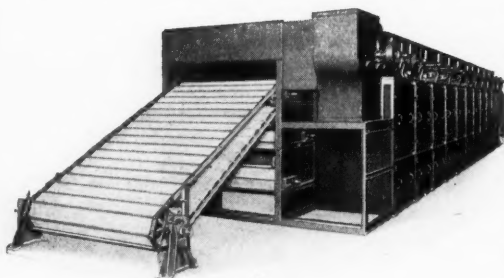


They are simpler and stronger than other counter displays—therefore they are *more efficient*. They require less material and labor—therefore they are *more economical*. There is no string to this proposition. Any first class carton maker can supply the flat blanks. We sell the machine—*outright*—which automatically feeds and sets up the packages where and when wanted. Many of these machines have been in successful operation for 25 years.

*Send for operating and maintenance costs.*

**NATIONAL PACKAGING MACHINERY CO.**  
192 Green Street, Jamaica Plain  
Boston, Mass.

## On drying Soap—



**N**EXT to quality comes low price quantity production in drying chip soap. Both quality and quantity results are obtained by the use of the Sargent Three Swing Shelf Conveyor or progressive

stage Chip Soap Drying Machines. These machines may be had with or without Chilling Rolls.

**C. G. SARGENT'S SONS CORP.**

GRANITEVILLE

MASSACHUSETTS

## THE NEWPORT PRODUCTS

*for  
soap  
makers*

### TETRALIN and HEXALIN

Hydrogenated Coal Tar Bases with  
High Boiling Points and  
Better Dissolving Properties

for oils, waxes, greases and fats than the solvents commonly used—therefore they are ideal for incorporation with Soaps and Detergents destined to be used in textile processing.



**The Newport Chemical Works, Inc.**  
Passaic, New Jersey

Branch Offices and Warehouses:

Boston, Mass.

Providence, R. I.

Philadelphia, Pa.

Chicago, Ill.

Greensboro, N. C.

## Trade Marks Granted

(From Page 47)

**222,409**—Liquid fly spray. Thompson-Blue Company, Deshler, Ohio. Filed August 20, 1926. Serial No. 236,234. Published October 26, 1926.

**222,477**—Oil soap, metal polish and caustic and abrasive paste cleaners. Red Spot Paint & Varnish Co., Inc., Evansville, Ind. Filed July 31, 1926. Serial No. 235,421. Published October 26, 1926.

**222,480**—Insecticides, deodorants and disinfectants. Standard Oil Company (New Jersey), Bayonne, N. J. Filed May 27, 1926. Serial No. 232,362. Published October 26, 1926.

**222,528**—General cleaning compounds. Rowe Manufacturing Company, Clarkston, Ga. Filed August 25, 1926. Serial No. 236,442. Published October 26, 1926.

**222,603**—Chemical cleansing and washing compound for all purposes, said compound having cleaning, detergent and water-softening qualities. Oakley Chemical Co., New York, N. Y., assignor to Oakite Products, Inc., New York, N. Y., a Corporation of New York. Filed June 18, 1926. Serial No. 233,458.

**222,617**—Cleaning and polishing materials in paste, liquid, powder, and solid forms. Soaps in paste, liquid, powder, or solid form. The R. M. Hollingshead Co., Camden, N. J. Filed April 10, 1926. Serial No. 229,963. Published October 19, 1926.

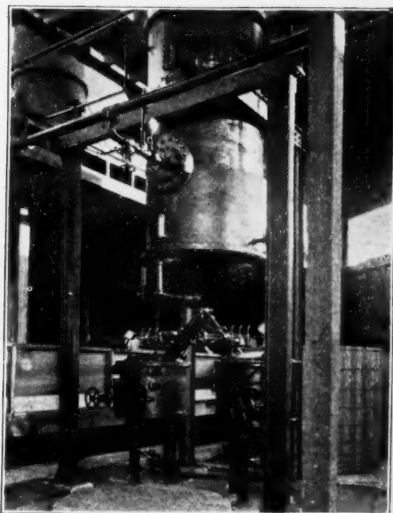
**222,641**—Soap adapted for washing hands. Ez-Ze Mfg. Co., Detroit, Mich. Filed December 26, 1925. Serial No. 225,181. Published October 26, 1926.

**222,694**—Complexion soap, medicated soap and shaving soap. The Velcrest Company, Mansfield, Ohio. Filed July 23, 1926. Serial No. 235,004. Published October 19, 1926.

**222,704**—Dry cleaner. Gulf Refining Company, Port Arthur, Tex., and Pittsburgh, Pa. Filed June 9, 1926. Serial No. 232,922. Published October 19, 1926.

**222,705**—Soap. The Fischer Soap and Oil Company, Cincinnati, Ohio. Filed June 7, 1926. Serial No. 232,822. Published October 19, 1926.

**223,403**—Soap, household cleaner, hand cleaner, metal cleaner. Ima Products Corp., Los Angeles, Cal. Filed March 18, 1925.



GARRIGUE single effect soap type evaporator with salt extractors.

**G**ARRIGUE Evaporators are built in all capacities and in single or multiple effect, depending on the conditions under which they are to operate. Correct design and accurate construction of suitable materials assure efficient operation with a minimum maintenance expense. We would be pleased to figure on your requirements.

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INCORPORATED

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Complete Installations for  
GLYCERINE RECOVERY  
GLYCERINE DISTILLATION  
FATTY ACID DISTILLATION  
SOAP POWDER  
MANUFACTURE  
OIL REFINING  
OIL HYDROGENATION

# "COLUMBIA BRAND"

## Caustic Soda

SOLID — FLAKE  
GROUND — LIQUID



## Soda Ash

LIGHT —  
DENSE

### Columbia Chemical Division

Pittsburgh Plate Glass Co., Barberton, Ohio

### QUALITY

### SERVICE

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## THE ISAAC WINKLER & BRO. CO.

*Sole Agents*

FIRST NATIONAL BANK BLDG.,  
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# TRI SODIUM PHOSPHATE

**17**  
SHIPPING  
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You will find in GRASSELLI *Tri Sodium Phosphate* unvarying uniformity—you can depend on every shipment being the same high quality.

Shipments more prompt and complete than you can secure from any other source of supply. This, of course, is made possible by our 17 Grasselli branches and warehouses in 17 cities.

## GRASSELLI GRADE

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THE GRASSELLI CHEMICAL COMPANY — EST. 1839 — CLEVELAND, OHIO  
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BOSTON	CINCINNATI	NEW ORLEANS	ST. LOUIS
BROOKLYN	DETROIT	PATERSON	ST. PAUL

Say you saw it in SOAP!

Serial No. 211,213. Published September 28, 1926.

**223,439**—Disinfectant for general use, flea powder. Polk Miller Products Corporation, Richmond, Va. Filed April 28, 1926. Serial No. 230,841. Published November 16, 1926.

**223,749**—Deodorant. Irene L. W. Sayre, Maplewood, N. J. Filed September 28, 1926. Serial No. 237,878. Published November 16, 1926.

**223,907**—Vegetable Oil Soap. The Selig Co., Atlanta, Ga. Filed March 19, 1924. Serial No. 194,080. Published May 27, 1924.

**223,933**—Soap. Swift and Company, Chicago, Ill. Filed August 7, 1926. Serial No. 235,714. Published November 16, 1926.

**223,943**—Soap. Western Meat Company, South San Francisco, Cal. Filed September 23, 1926. Serial No. 237,637. Published November 16, 1926.

**224,016**—Glycerin. Swift & Company, Chicago, Ill. Filed October 2, 1926. Serial No. 238,099. Published November 23, 1926.

**224,041**—Soap Powder. Woodley Soap Manufacturing Company, Roxbury, Mass. Filed June 12, 1926. Serial No. 233,153. Published July 27, 1926.

## American Soap Exports Up in 1926

American soap exports increased very materially in 1926, as compared with the previous year, totaling \$8,402,012 in value, as against \$8,035,823. Toilet soap exports accounted for most of this increase, rising from a value of \$2,805,404, in 1925, to \$3,037,775 last year. Laundry exports were valued at \$4,119,707, in 1926 as compared with \$4,008,884 in the preceding year. Exports of all other miscellaneous soaps advanced from a value of \$1,221,535 to \$1,244,530. Foreign sales of perfumes, toilet waters, powders and dentifrices were all smaller in 1926 than in 1925, declining from \$5,545,008 to \$2,477,662. Exports of American made creams, rouges and other cosmetics, of which tooth pastes and shaving creams were by far the most important, increased in value to \$1,624,452, in 1926, whereas they were only valued at \$1,331,409 in the previous year.

Imports of materials making up this group showed a \$580,000 decrease in value last year, as against figures for 1925, with a value of \$6,550,789, as compared with \$7,134,627. Soap imports increased in value, but were comparatively small, amounting to only \$973,372, so did not offset the loss in perfumes and other

## *Chemicals and Soapmakers' Supplies*

CRUDE AND REFINED GLYCERINE  
OLIVE OIL FOOTS CAUSTIC POTASH  
EMPTY DRUMS OLIVE OIL  
FATS, GREASES AND OILS

## PARSONS & PETIT

ESTABLISHED 1857

63 BEAVER STREET - NEW YORK

*Distributors for*  
DIAMOND ALKALI CO.  
Caustic Soda Soda Ash

*Agents for*  
EMIL FOG & FIGLI  
MESSINA ITALY  
Essential Oils

# Can you supply Private Label Soaps

or

*liquid soaps, disinfectants, insecticides, polishes, etc.*



THERE is a real market among the readers of SOAP for all kinds of bulk and private label soaps, liquid soaps, disinfectants, deodorants, cleaning preparations, polishes, fly sprays, insecticides, etc.

MANY companies are not in a position to manufacture each and every product which goes to make up their complete line. Products not manufactured are, quite naturally, bought in the trade. Then, there are other manufacturers looking to expand their

lines without increasing their manufacturing facilities. Are you in a position to handle this kind of business in your specialties?

IF YOU do or can manufacture any of these products in a large way and desire to dispose of a portion of your output to be sold to other manufacturers and distributors, to be marketed under private brand or for repacking, it will pay you to apprise the trade of this fact through the advertising pages of SOAP.



*Write to the Advertising Department of SOAP,  
136 Liberty St., New York, for further information.*



toilet preparations. Of this amount castile soap was valued at \$245,845, as compared with a value of \$230,236 in 1925, toilet soap imports jumped from a value of \$383,015 to \$409,218 and other soaps increased in value to \$318,309, from the 1925 figure of \$304,974.

### Appeal in Resale Price Case

The Federal Trade Commission has filed a petition requesting that the Supreme Court review the decision of the United States Circuit Court of Appeals for the Second Circuit, which held that the Commission could not restrain the firm of Harriet Hubbard Ayer, Inc., New York toilet goods manufacturers, from attempting to maintain resale prices by refusing to sell retailers, wholesalers and others who sold goods under the firm's established figures. The Commission ordered the corporation to "cease and desist from maintaining, or carrying into effect, its policy of securing observance of retail prices for its products by cooperative methods in which distributors, customers and agents undertake to prevent others from obtaining the company's products at less than the prices designated by it, or selling to others who fail to observe such prices." The Circuit Court concluded, in its opinion on this matter, that the order issued by the Federal Trade Commission "has no support in evidence and no warrant in law." The Department of Justice, in asking a review of this decision of the Circuit Court of Appeals apparently is at variance with decisions of the Supreme Court of the United States and of several Circuit Courts of Appeals.

Cottonseed oil, on hand at the end of January, showed a sharp increase over stocks available at the close of the previous month, crude oil having shown a gain of over 17 million pounds while refined goods jumped 65 million pounds. Complete figures, showing comparisons with conditions a year ago, follow:

Season	On hand Aug. 1	Produced Aug. 1 to Jan. 31	On hand Jan. 31
Crude oil, lbs. 1926-7	18,280,561	1,267,693,849	172,358,034
1925-6	4,847,333	1,096,774,615	129,742,760
Refined oil lbs 1926-7	2,145,670,884	297,934,323	2,397,432,200
1925-6	173,549,345	839,854,720	204,397,010

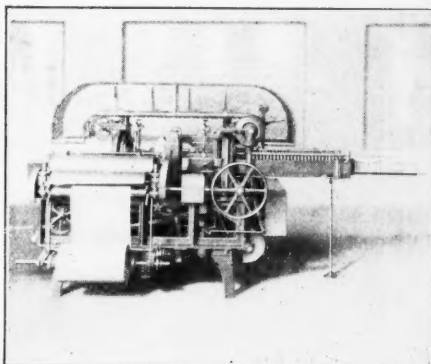
Freight rates on cottonseed oil from points in Arizona and southern California to cities in Washington and Oregon have been termed unjust in a complaint filed with the Interstate Commerce Commission by the California Cotton Oil Co. Reparation is claimed.

A Wax Wrapped Carton  
is Superior to an Un-  
wrapped One for the  
following reasons:

**Superior Protection**

**Cleanliness**

**Appearance**



**JOHNSON MACHINES** insure a tight, properly sealed wrap and accentuate transparency of the paper used.

Money spent for wax wrapping the **JOHNSON WAY** pays dividends through increasing sales.

No other method of wrapping cartons provides such protection for their contents.

*We are also manufacturers of complete packaging units consisting of net or gross weight scales, bottom and top sealing and lining machines.*

**The  
JOHNSON AUTOMATIC SEALER CO.  
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Branches: New York - Chicago - London

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AUTOMATIC PACKAGING MACHINERY

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### SOAPS and OILS

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Do you want to add special soaps to your line? We can develop processes for you.

**SAMUEL P. SADTLER & SON, INC.**  
210 South 13th Street - Philadelphia

## FOR SALE

Good Equipment at Bargain Prices

- 1 New Albright Well Amalgamator
- 4 Chippers, 20", 24", 30"
- 8 Crutchers—Dopp & H-A—Strunz—1500 #, 3000 #, 3600 #
- 200 Soap Frames—600 #, 1200 #, 1500 #
- 2 Stone Mills—H-A, 12"x24", 3 Roll and 18"x24", 3 Roll
- 2 Steel Mills—H-A, 14"x36", 5 Roll
- 1 Blanchard Mill—10A
- 3 Plodders—H-A, 8" and 10"—Huber 10"
- 10 Foot Presses—H-A, Huber, Dopp, Emire
- 2 Scouring Presses—H-A
- 2 Power Presses—Ralston, Jones
- 3 Remelters—Acme 30"x12½", 2 H-A 42"x6"
- 1 Slabber—H-A 600"
- 1 Continuous Chip Dryer—Proctor & Schwartz 1500 #
- 1 Glycerine Evaporator—Garrigue Complete
- 15 Filter Presses—12", 18", 24", 30", 36", 42"
- 75 Kettles and Pots—Plain, Jacketed, or Agitated 20 gals. to 2000 gals.
- 4 Soap Kettles—4 Kettles 50 tons each.
- 50 Tanks—Rectangular and Cylindrical, 50 to 14000 gals.

SEND FOR OUR LIST  
SELL US YOUR IDLE EQUIPMENT

**Consolidated Products Co., Inc.**  
15 Park Row, New York City

### FOR IMMEDIATE LIQUIDATION THESE ITEMS MUST BE MOVED REGARDLESS OF COST

- Crutchers—**
  - 4 Houchin-Aiken Jacketed (Vert.), 1200, 1500, 3000 & 6500 lbs.
- Cutters and Slabbers—**
  - 1 Huber wood frame cross cutting table (power)
  - 1 Houchin-Aiken wood Slabber (power)
  - 1 Houchin-Aiken steel frame Slabber (power)
- Dryer—**
  - 1 Proctor Automatic Soap Chip Dryer, 1500 # per hour, complete with Chilling rolls.
- Engines—**
  - 6 Steam Engines, 15 and 25 H.P.
- Evaporator—**
  - 1 Garrigue Glycerine 48" dia. 3 section complete with salting out pan, pumps, etc.
- Filter Presses—**
  - 8 Filter Presses, Iron, 18, 24, 30, 36 & 42 in. sq.
- Frames—**
  - 350, 600, 1200 # capacity—steel sides
- Stone Mills—**
  - 1 18"x24", 4 roll; 12" x 24", 3 roll
- Presses—**
  - 2 Houchin-Aiken Foot Press. Empire State.
  - 1 Jones Automatic Press
- Pumps—**
  - 4 Worthington Duplex Steam Pumps
  - 9 Centrifugal and Rotary Iron Pumps
- Plodders—**
  - 4 6", 8" & 10" Houchin-Aiken
- Tanks and Kettles—**
  - 1 30"x12½" Acme Remelter
  - 30 Jacketed Iron Kettles, 10-2000 gals.
  - 20 Steel Storage Tanks, 100-12000 gals.
  - 10 Copper & Aluminum Jacketed Kettles, 10 to 200 gals.
  - 4 Vert. Copper Storage Tanks, 1400 gals.
- Wrapping Machines, Etc., Etc.**

### STEIN-BRILL CORP.

25 CHURCH STREET  
PHONE! New York City WRITE!  
Phones—Rector 3168-9

## SOAP MACHINERY

If it comes to a show-down on Soap Machinery, we have in stock, for immediate shipment, in first class condition.

- Soap Chip Dryers—Proctor and Schwartz, Condon and Huber
- Crutchers—H-A, Dopp & Doll, 1000 #, 1200 #, 1350 #, 1500 # and 1500 # cap.
- Automatic Soap Presses—Jones, Machinery Designing, & Ralston for toilet and laundry soap.
- Foot Soap Presses—Dopp, Empire and Crosby.
- Soap Powder Mills—Blanchard Nos. 10 and 14, A-N and Condon Crystallizing Rolls, Broughton Mixers.
- Soap Cutting Tables—Hand-power, H-A Steel Automatic Table with self-spreader and extra headers.
- Toilet Soap Mills—H-A and Rutchman 3, 4, 5 and 6-roll. Rutchman Plodders.
- Filter Presses—Sperry & Perrin, 12", 18", 24" and 36".
- Soap Wrapping Machines—Package Machinery and Machinery Designing for toilet and laundry soaps.
- Soap Slabbers—New and Used. Various Makes.
- Grinders & Mixers—Day Talcum Powder Mixers and Sifters, Schultz-O'Neill Mills & Day Rouge Mixers.
- Tanks & Kettles—Copper, Aluminum and Steel Pneumatic Scale Can Filling Machine.
- Soap Frames—600 #, 1000 #, 1200 #, 1500 # and 1800 # cap.
- Soap Chippers.
- Remelters, etc., etc.

Send us a list of your surplus equipment.  
We buy and sell single items or complete plants.

**Newman Tallow & Soap Machinery Co.**  
1051-59 W. 35th St., Chicago, Illinois  
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